

April 2012

The following provides a status update on activities related to the implementation of Green Jobs – Green New York (GJGNY).

Workforce Development

PON 1816 Worker Readiness

Workforce Development training partnerships under PON 1816: GJGNY Worker Readiness, are well under way with some partnerships completing contracted activities. The Syracuse University Southside Innovation Center was recently awarded the Incubator of the Year Award by the National Business Incubator Association.

NYSEERDA sponsored GJGNY Worker Readiness training with the Southside Innovation Center. They combine basic skills and entry level energy efficiency training, National Work Readiness Certification, business administration principles, and lectures from industry professionals on entrepreneurship. This program serves disadvantaged residents of Syracuse's Southside.

Northern Manhattan Improvement Corporation completed its GJGNY Worker Readiness contract enrolling fifty-five applicants in two cycles of Building Maintenance and Weatherization training. Forty-two trainees completed the twelve-week training program and obtained certificates of completion. Three of the Building Maintenance and Weatherization graduates went on to enroll in the Energy Efficiency Technician Training (EET) at the Association for Energy Affordability and eight went on to Hudson Valley Community College for Building Analyst Training.

Solar One recently met its training metrics with 39 students trained in Energy Auditing and Electrical Retrofit. Of the 39 individuals who successfully completed Solar One's NYSEERDA funded courses in Electrical Retrofitting and Energy Auditing, twenty-five are currently employed (71%) and fifteen of those individuals are reported as having green jobs (60%). Solar One will continue to track placement in entry level employment opportunities and advancement to technical training.

PON 2033 Curriculum Development

Solar One was also awarded funding for curriculum development under PON 2033 to enhance the curriculum currently offered under the pilot "green custodian course" into a full "Green Building Operations and Maintenance" course.

The Urban League of Rochester was also awarded curriculum development funds through PON 2033 and is enhancing its Construction Technology course to include the Basics of Building Science through Monroe Community College.

PON 2033 On-The-Job-Training

On-the-Job Training funding provided through PON 2033 has been very well-received by contractors seeking to grow their business under Green Jobs Green New York. The solicitation was recently re-released with the following changes:

1. Due Date extended from May 31, 2012 to July 1, 2013,
2. Category B funding limits changed, (see below)
3. Attachment I, Sample Agreement, Category B, updated to reflect the changes, and
4. Amounts available in each category updated.



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Category B --Type of Limit	Present	Revised
Max NYSERDA OJT Funds/hire	\$10,000	\$15,000
Maximum OJT/company	\$50,000	\$150,000
Maximum Funding Per Applicant	\$70,000	\$180,000
Training Support/hire (Capped at \$30,000 per Company)	\$4,000 (present cap \$20,000 per company)	\$4,000 (new cap \$30,000 per company)

To date, fifty-five proposals for OJT have been forwarded to the NYS DOL Business Services division for further review. Of the fifty-five pre-approved proposals, NYSERDA has approved twenty-four contracts and expects that additional contracts will be negotiated throughout May. Fifty-four people have been hired as a result of the OJT funding offered through this PON.

PON 2032 Technical Certifications

Released in March 2012, this solicitation provides funding to develop technical workshops; fund training centers to expand BPI field exam capabilities; and develop oil and gas furnace installation certification standards. One proposal for technical workshops has been received and is currently being reviewed.

Outreach and Marketing					
CBO 'Workforce' Outreach * (as of 4/30/12)					
Referrals to DOL		Number of Participants Completing Training		Numbers Employed	
April 2012	To Date	April 2012	To Date	April 2012	To Date
0	65	81	199	5	71

CBO 'Leads, Audits, and Retrofits' (as of 4/30/12)						
	Leads		Audits/Energy Reduction Plan		Retrofit/ Loan Completions	
	April 2012	Total to date	April 2012	Total to date	April 2012	Total to date
Home Performance	742	6,594	79	299	4	34
Small Business/Not-for-Profit	7	70	2	4	0	12
Multifamily	12	78	0	0	0	0

*These charts represent CBOs self-reported data

Several planning calls were initiated with the Department of Labor (DOL) regarding the aggregation contractor reporting requirement for the aggregation pilots. DOL has agreed to work with NYSERDA to offer contractor training on how to produce the needed payroll reports and other documentation necessary for program participation.

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DOL/NYSERDA Community Based Organizations (CBOs) training was held in three of DOL's field locations (Buffalo, Long Island and Syracuse) on April 26 using the Tandberg Videoconference System. The first part of the training was conducted by the NYS Department of Labor. The second half reviewed each component of the Aggregation Addendum, which governs the pilot program. Staff from NYSEERDA, Conservation Services Group (CSG) and the CBOs reviewed the roles and responsibilities of each party in the agreement and highlighted the aspects of the pilot that are different from standard Home Performance with ENERGY STAR operating procedure. NYSEERDA is currently exploring adding additional functionality to the CRIS database to allow more detailed reporting and consumer tracking.

One-on-one meetings were held with participating CBOs to discuss progress and other issues specifically pertinent to their implementation of the GJGNY Outreach program. The meetings were scheduled as follows:

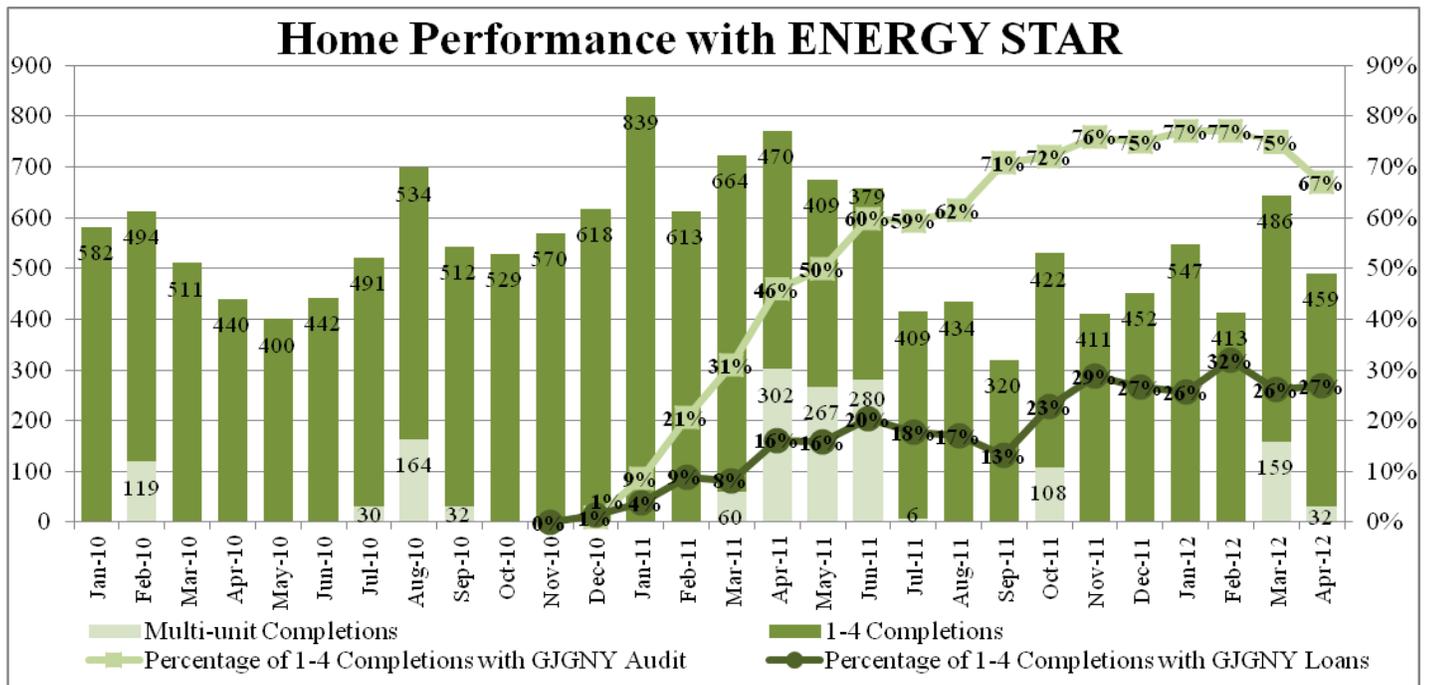
- April 11: Adirondack North Country Association
- April 19: Public Policy Education Fund – Southern Tier (done in conjunction with the monthly webinar)
- April 26: PUSH Buffalo
- April 27: PPEF-Central.

NYSERDA is working to modify CBO contracts to standardize contract language in order to add specific information on the performance payment process, including the retrofit goals required to receive payment of the 25% holdback.

The April CBO webinar highlighted Outreach 'Best Practices'. The CBO, Public Policy and Education Fund – Southern Tier (PPEF-ST), was invited to discuss their successes. Snug Planet, a Home Performance with ENERGY STAR® contractor, provided an overview of their outreach successes and the type of customer pre-screening they deploy to acquire qualified leads.

NYSERDA staff met the Department of Energy (DOE) on April 24, 2012 to discuss the progress of the Better Buildings Program, the CBO Outreach effort, and the Aggregation pilots.

Home Performance with ENERGY STAR®		
One-to-Four Family Homes (as of 4/30/12)		
	Totals	Goal/Budget
Audit Applications	26,868	NA
Average Number of Applications Per Month	1,539	NA
Approved Applications for Free Audit	23,172	NA
Approved Applications for Reduced Cost Audit	1,989	NA
Total Approved Audit Applications	25,161	NA
Scheduled Audits (Projects)	19,761	NA
Completed Audits (Projects)	17,843	46,000
Projects Contracted	4,818	NA
Market Rate Projects Completed	2,903	
Assisted Projects Completed	1,129	
Total Projects Completed	4,032	15,000
Audit Funds Invoiced	\$4,270,620	\$11,596,000



Contractors continue to report strong demand for free/reduced-cost comprehensive home assessments with the program receiving over 1,700 audit applications in April. The conversion rate from audit to energy retrofit dropped from 28% to 27% in April. The drop in audit to project conversion rate is partly due to a high volume contractor performing a large amount of audits in a short period of time and the recent introduction of the CBO referred audits. The average cycle time between audit completions to project approval/completion is 90-120 days, therefore NYSERDA expects the conversion rate to stabilize and increase over the next couple of months.

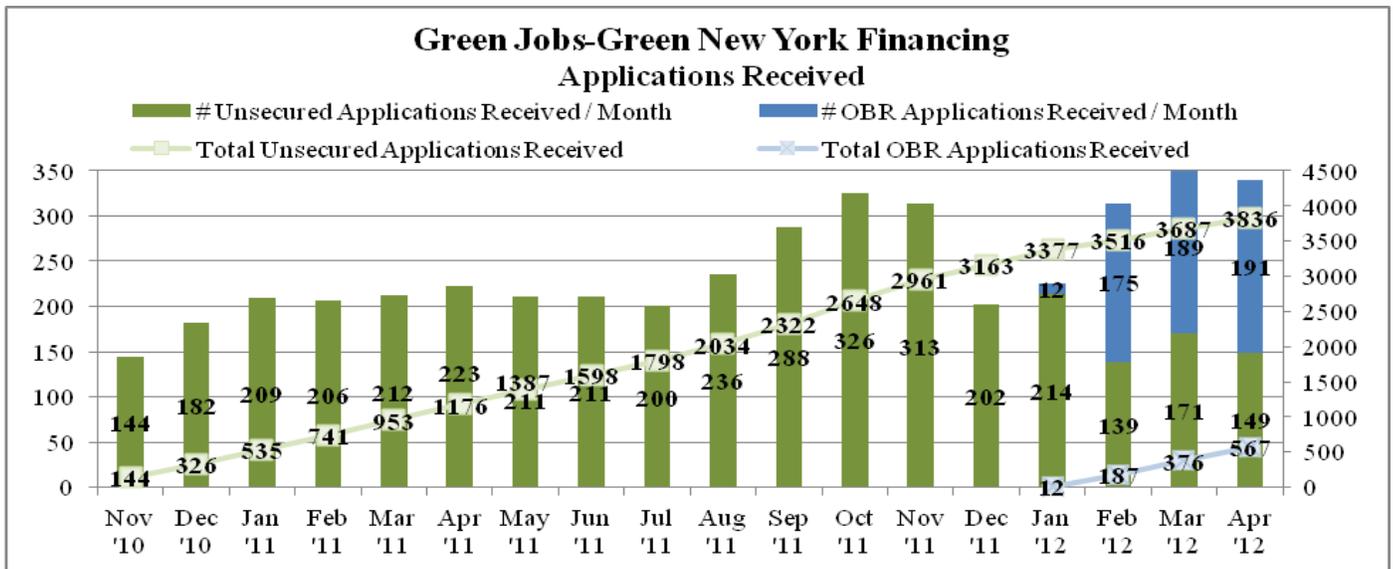
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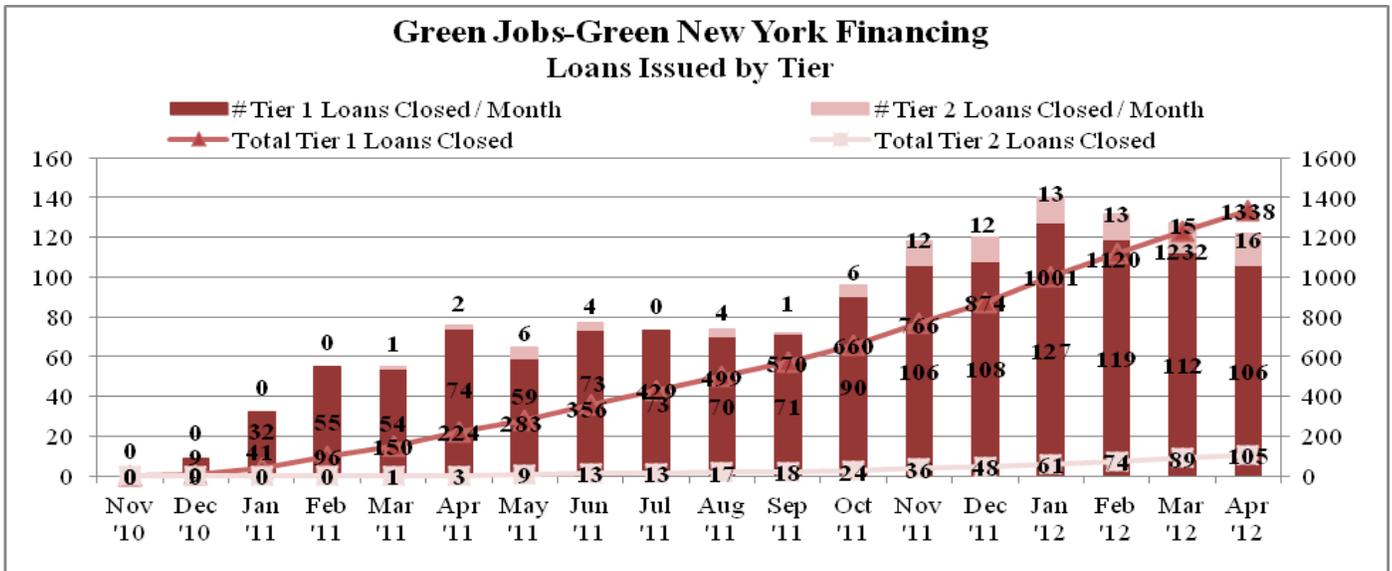
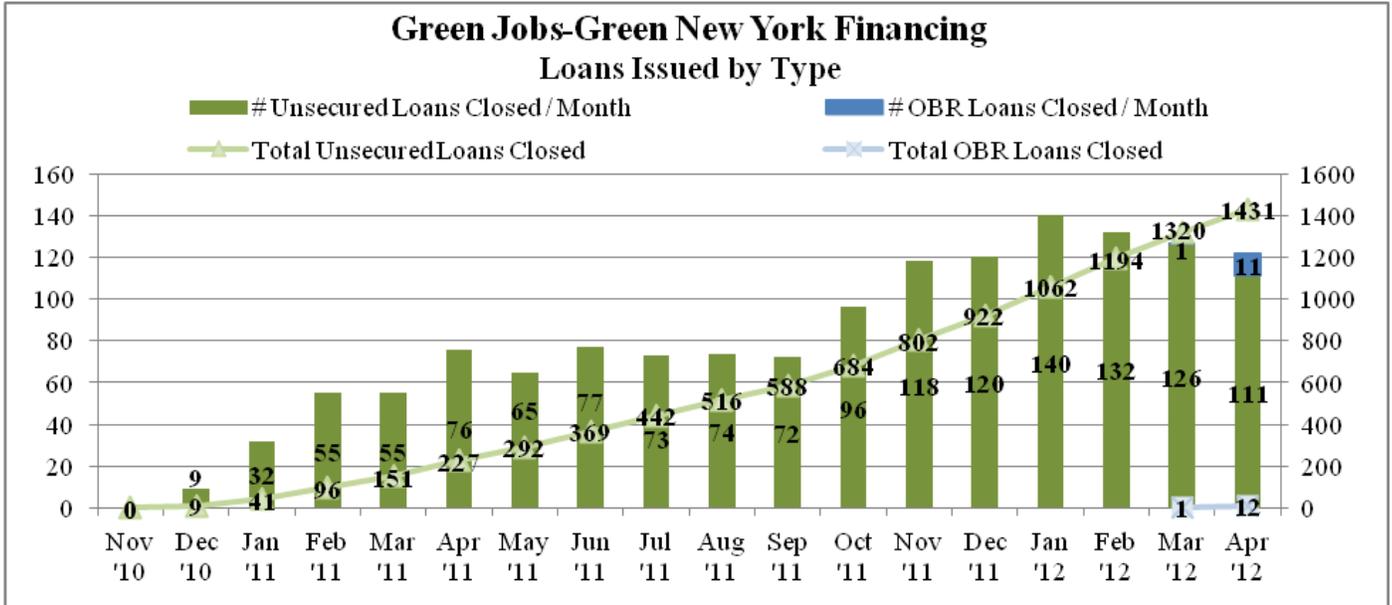
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There were 491 Home Performance with ENERGY STAR project completions in April. This includes 32 multi-unit projects ineligible for a GJGNY audit. Of the 491 projects eligible for the GJGNY audit, 67% originated from a completed GJGNY audit. Assisted Home Performance with ENERGY STAR customers (incomes \leq 80% of State or area median income) accounted for 27% of the April project completions.

Green Jobs - Green New York Residential Financing													
as of 4/3012													
1- to 4- Family Homes	Loan Product	App's Received	App's Approved	Loans Closed				Loans Awaiting Closing	Value	Loans Pending	Loans Denied	Loans Withdrawn	
				Value	Total	Market Rate	Assisted						
Tier 1	April	Unsecured	149	258	\$920,430	95	70	25	83	\$777,818	1	51	40
		On-Bill Recovery	191	113	\$96,937	11	11	0	0	\$0	6	75	4
	Program to Date	Unsecured	3,836	2,098	\$11,926,780	1,326	943	383	228	\$2,197,712	8	1,188	497
		On-Bill Recovery	567	322	\$118,797	12	12	0	0	\$0	6	75	4
Tier 2	April	Unsecured	15	30	\$115,764	16	4	12	15	\$130,423	0	3	2
		On-Bill Recovery	10	4	\$0	0	0	0	0	\$0	0	0	1
	Program to Date	Unsecured	210	174	\$1,012,247	105	56	49	32	\$286,665	0	28	17
		On-Bill Recovery	28	20	\$0	0	0	0	0	\$0	0	0	1
April	Unsecured	164	288	\$1,036,194	111	74	37	98	\$908,241	1	54	42	
	On-Bill Recovery	201	117	\$96,937	11	11	0	0	\$0	6	75	5	
Total			365	405	\$1,133,131	122	85	37	98	\$908,241	7	129	47
Program to Date	Unsecured	3,836	2,272	\$12,939,027	1,431	999	432	260	\$2,484,377	8	1,216	514	
	On-Bill Recovery	567	342	\$118,797	12	12	0	0	\$0	6	75	5	
Total			4,403	2,614	\$13,057,825	1,443	1,011	432	260	\$2,484,377	14	1,291	519

Unsecured		Financing Summary	On-Bill Recovery	
Tier 1	Tier 2		Tier 1	Tier 2
1,326	105	Loans Closed*	12	0
\$11,926,780	\$1,012,247	Value*	\$118,797	\$0
\$8,995	\$9,640	Average Loan*	\$9,900	\$0
11.4 Years	12.8 Years	Average Term*	14.6 Years	N/A
N/A	N/A	2.99%	100%	0%
80.62%	77.14%	3.49%*	N/A	N/A
19.38%	22.86%	3.99%*	N/A	N/A
63.78%		Approval Rate**	65.02%	
27.96%		Denial Rate**	25.86%	
8.25%		Denied Tier 1, didn't pursue Tier 2**	9.13%	
* Refers to closed loans only				
** Does not include applications pending review or withdrawn.				





NYSERDA launched the residential component of On-Bill Recovery (OBR) on January 30, 2012, approximately four months ahead of schedule as required by the Power NY Act of 2011. OBR Loans originally required the filing of a mortgage, which limited the ability of strategic program partners to assist customers in the loan application process. An amendment to OBR was approved in Governor Cuomo’s budget, replacing the mortgage with a declaration to notify prospective future homebuyers that a NYSERDA loan installment charge exists on the home’s utility bill. This legislative fix is expected to dramatically increase the uptake of OBR as the market continues to adapt to this new, innovative financing approach.

The processing time for last owner searches associated with residential OBR Loans was targeted as an area for improvement. In coordination with Energy Finance Solutions (EFS) and NY Title, the average processing time was reduced from approximately 22 days to 14 days in the month of April alone. Staff will continue to monitor processing times for the last owner searches and may consider opening-up the program to additional title companies to improve processing efficiencies, if deemed appropriate.



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NYSERDA is finalizing a contract amendment with EFS that will facilitate the use of the Long Island Power Authority (LIPA) incentive advance fund to enable HPwES customers who also receive a GJGNY loan and an incentive through LIPA to assign their utility incentive to NYSERDA, who will in turn assign the utility incentive funds directly to contractor at time of project completion. This arrangement seeks to improve the cash flow position of HPwES Contractors on those LIPA projects also involving a GJGNY loan. Currently, it typically takes LIPA two-three months to process incentives.

PON 2350: Residential Financing and Assisted Home Performance with ENERGY STAR® Financing - is on-hold while the OBR billing processes are finalized. NYSERDA loan installment charges are set to begin appearing on customer utility bills in June 2012. After OBR processes are finalized, additional residential lenders will be invited to respond through PON 2350 to: (1) originate GJGNY Loans up to \$25,000 based upon underwriting criteria established by NYSERDA; (2) provide prospective borrowers who were determined to be ineligible for financing under GJGNY with access to alternative financing, based upon the individual Lender's own individual underwriting criteria, with NYSERDA subsidizing the interest rate charged to the borrower through the Residential Loan Fund; or (3) provide income eligibility determination services to qualify applicants for the Assisted Subsidy.

Multifamily				
Audit Status (as of 4/30/12)				
	Affordable Housing	Market Rate Housing	Totals	Budget/Goal
Number of Audit Applications	60	59	119	500
Audit Funds Encumbered	\$707,180	\$398,823	\$1,106,003	
Audit Funds Invoiced	\$470,460	\$211,803	\$682,263	\$3,000,000
Audits Completed	44	38	82	400
Number of Projects withdrawing from MPP after audit*	8	17	25	
Number of Projects in Pipeline**	45	41	86	
Projects Contracted (to have measures installed)	27	14	41	
Households (HH) associated with Projects Contracted	4,810	3,592	8,402	
kWh Savings of installed measures	7,392,554	35,654	7,428,208	
MMBtu Savings of installed measures	14,610	10,406	25,016	
Dollar savings of installed measures	\$1,554,210	\$156,794	\$1,711,004	
<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>				

The GJGNY financing program for multifamily building owners is underway. In the First quarter of 2012, Carnegie House became the first project to receive a loan in the program through HVB Leasing for \$500,000.

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Building owners participating, or who have participated in the Multifamily Performance Program may be eligible for this reduced interest financing. More information on GJGNY multifamily building owner financing can be found at: <http://nyserda.ny.gov/en/Page-Sections/Multifamily-Performance-Program/Financing.aspx>.

The Multifamily team has been working on the development of an On-Bill Recovery financing program for multifamily energy efficiency projects. This method of financing will allow building owners to finance a project and pay the debt service as part of the monthly utility bill. The advantage to this approach is that if the property is sold, the debt stays with the property. The team is now creating the documentation for this program. The starting date targeted for multifamily On-Bill Recovery is May 30, 2012.

The Multifamily team is additionally working on program revisions to bring more small multifamily buildings, typically less than 50 units, into the MPP program. The focus of this initiative will be on streamlining the audit process to allow program incentives to have a bigger impact on the project.

Small Business / Not-For-Profit (SB/NFP)

Energy Audits: 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 March 30, 768 GJGNY audits and 398 ARRA audits have been completed.

Energy Efficiency Financing: The SB/NFP Energy Efficiency Financing Program partners with lenders statewide to help small businesses and not-for-profits access low-interest financing for energy efficiency improvements. Since the program launch in June 2011, NYSERDA has held webinars and conducted in-person trainings for lenders, NYSERDA's Community Based Organizations, Energy Smart Community Coordinators, and FlexTech Energy Auditors. NYSERDA also presented the program to public and investor-owned utilities, the New York Power Authority (NYPA), the Long Island Power Authority (LIPA), and the Department of Public Service Staff to increase coordination between programs and to support customer implementation of energy efficiency projects.

NYSERDA is also working with utilities and others to incorporate the financing opportunity into their marketing and outreach materials. As of April 30, eight lending institutions have signed up to be listed as participating lenders on the NYSERDA website. Four customer applications have been received and three applications have been approved for financing. One loan has been closed. NYSERDA has also been coordinating with the investor-owned utilities and lenders to develop the On-Bill recovery mechanism for the SB/NFP GJGNY program.

Evaluation

Evaluation contractors completed the primary data collection for the initial Process and Market Characterization and Assessment of the residential 1- to 4-family sector in late March. Analysis of the primary data collected through the surveys was completed and the draft report was submitted to NYSERDA in late April. Energy Analysis staff anticipates finalizing the report in May 2012.