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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

Coordination with the New York State Department of Labor

One Stop Operating System (OSOS) update: PUSH Buffalo obtained access to the Department of Labor's OSOS in July and is now able to search for specific customers (workforce referrals) in this database and track their progress. Additionally, PUSH Buffalo is now able to match job seeking customers (workforce referrals) to job openings. PUSH staff recently assisted one of the contractors participating in the GJGNY Aggregation Pilot in posting a job order to the system. This capability improves PUSH's capacity to facilitate the connection between trained job seekers and companies seeking to hire.

Narrative Summary by Solicitation

PON1817: Oil Heat Technician Training and Small Commercial Audit Training

Workforce curriculum development and training partnerships are in place for Oil Heat Technician Training and Small Commercial Energy Auditing Training. Two Oil Heat Technician trainings were offered in August and three are scheduled for September. The Small Commercial Energy Auditing curriculum is currently under development.

PON 2033: Curriculum Development

In addition to the contracting noted in the July report, NYSERDA and LaGuardia Community College are in negotiations for the development of Spanish-language, Green Professional Building Skills (G/PRO) training and certification exams.

PON 2033: On-the-job-training

NYSERDA has received 73 notices of intent to apply for On-the-Job Training subsidies. These notices are the first step in a process that, when completed, result in a NYSERDA partner or contractor hiring a candidate for on-the-job training and employment. After receiving the initial emailed 'Intent to Apply', if the contractor (Applicant) is found to be eligible and in good standing, the process continues with NYSDOL performing due diligence on the Applicant. Then NYSDOL's Business Services Representative works with the Applicant to match their needs with the employee skills found in the employee pool on the One-Stop lists. Candidates, potential employees, are interviewed, and job offers are made. A completed application approved by NYSDOL returns to NYSERDA, and a contract is produced. As of August 31, 2012, 69 people had been hired from NYSDOL's One-Stop Lists, and approximately \$610,613 in subsidies has been awarded.

Outreach and Marketing

(as of 08/31/12)

The Central Public Policy & Education Fund (PPEF), the CBO servicing the Central Region, is one of three CBOs who have been implementing Aggregation Pilots. Unfortunately, the Aggregation model developed by

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PPEF has proven to be unworkable, in spite of months of effort by all parties to resolve challenges that arose. As a result, NYSEERDA has directed PPEF to stop recruiting any additional participants into their Aggregation Pilot and to work with their participating contractors to complete and close out those projects already underway. PPEF will continue to perform outreach to individual homeowners for participation in HPwES (no Aggregation), and to potential workforce training applicants and contractors. The other two Aggregation Pilots underway in Buffalo and Long Island use a different model and appear to be on track.

In an effort to forge better working relationships between CBOs and DOL One Stop centers, NYSEERDA conducted a short survey to garner a better understand of the relationships being forged in the field and the types of services available to CBOs and potential trainees. Early results indicate that there are a wide variety of interactions between CBOs and DOL in the state. Workforce staff is endeavoring to forge CBO/DOL partnerships that are able to offer a comprehensive list of services to trainees.

The CBO monthly webinar was held on August 16th. During the program, Lisa Diffenback from CSG presented information on a project funded by the Doris Duke Charitable Foundation which tracks the energy efficiency status of homes throughout NYS through Real Estate Agencies Multiple Listing Service (MLS) directories. PUSH presented an update on their Aggregation Pilot, and Menacham Katz, from NYSEERDA's Multifamily Performance Program (MPP), updated the CBOs on recent changes to the MPP Program.

The Long Island Progressive Coalition (LIPC) has created a partnership with the Long Island Consortium of towns, which was funded several years ago through a DOE grant to reduce energy costs and usage. The partnership will allow LIPC to increase the amount of leads generated due to the fact that the Consortium already has a list of homeowners who are approved for audits.

Staff continues to meet with individual CBOs throughout NYS. During August, visits were made to Neighborhood Housing Services of Staten Island; El Puente, Brooklyn; and Northeast Parent and Child, Schenectady to discuss the status of their outreach efforts. The meetings have been very productive, often pinpointing additional training or communication needs.

NYSEERDA staff is working to resolve an issue regarding Home Performance applications where the CBO is marked as the source of the lead, but the name of the CBO is absent. A data pull from NYSEERDA's database in August indicated that there were a significant number of applications fitting this description. In order to protect customer confidentiality, NYSEERDA will issue the letter to the customer asking them to identify the source of the lead and inquire if they would like help from the CBO as they move forward. NYSEERDA will capture the names and forward them to the identified CBO when and if they become available.

Staff is updating the initial CBO training materials developed in 2011 in preparation for a full day of training that will be held in New York City for the CBOs selected through RFP 2327.

GJGNY Marketing Program

NYSEERDA continues to work with Brand Cool to refocus the GJGNY marketing plan for year two. The primary focus will be promoting Small Business/NFP and NYSEERDA financing, including on-bill recovery.

Print advertisement templates were finalized for use by CBO's in their primary community paper where the ads should prove to be most effective. These promotional materials will be published during September.

Staff is finalizing a Workforce brochure to be used by the CBOs to recruit potential trainees. The brochure defines "clean energy" training, and identifies skills, courses of study, and the career opportunities covering a variety of career phases. CBOs will place their brand on the piece, encouraging individuals to contact them for more personalized training guidance.

One-to-Four Family Homes - Audits Home Performance with ENERGY STAR® (as of 8/31/12)				
		Timeframe	CBO Initiated since 11/1/11 ²	GJGNY Totals Since 11/15/10 ¹
Received Audit Applications		Month	130	1,541
		Program to Date	1,381	32,253
	Average Number of Applications Received per Month		138	1,500
Approved Audit Applications	Free Audit			
		Month	169	1,554
		Program to Date	1,257	27,882
	Reduced Cost			
		Month	6	127
		Program to Date	51	2,334
	Total Approved Audit Applications		1,308	30,216
	Average Number of Applications Approved Per Month		131	1,405
Scheduled Audits	Scheduled Audits as of End of Current Month		673	1,903
Completed Audits: <i>Goal: (46,000- Audits)</i> <i>Budget: (\$11,596,000)</i>	Completed Audits			
	Free			
		Month	111	1,306
		Program to Date	699	20,972
	Reduced Cost			
		Month	5	103
		Program to Date	37	1,739
	Total Completed Audits		736	22,711
	Audit Funds Invoiced to Date			\$5,582,300

¹ GJGNY totals since 11/15/10 are inclusive of CBO initiated activities

² Round 2 CBO production as of 6/1/2012

One-to-Four Family Homes - Projects Home Performance with ENERGY STAR[®] (as of 8/31/12)				
	Timeframe	CBO Initiated since 11/1/11	GJGNY Totals ¹ Since 11/15/10	HPwES Totals Since 11/15/10 ²
Projects Contracted	To Date	96	5,775	NA
Completed Projects				
Assisted				
	Month	5	111	144
	Program to Date	24	1,564	3,749
Market Rate				
	Month	11	233	292
	Program to Date	43	4,239	7,762
Total Completed Projects³	Goal: (15,000)	67	5,803	11,511
¹ Projects completed resulting from a GJGNY Audit and/or GJGNY Financing				
² Total HPwES including GJGNY Projects				
³ Projects do not reflect number of units served. i.e. A two to four family home is represented as one project. NYSERDA is pursuing the ability to report unit data in future reports.				

Contractors continue to report strong demand for free/reduced-cost comprehensive home assessments with the program receiving 1,541 audit applications in August. The conversion rate from audit to energy retrofit is 36%. The average cycle time between audit completion and project approval/completion is 90-120 days.

There were 436 Home Performance with ENERGY STAR project completions in August, of which 79% originated from a completed GJGNY audit and/or participated in GJGNY Financing. Of the August project completions, 33% were for Assisted Home Performance with ENERGY STAR customers.

Since the CBO effort began in January 2012, 7% of completed audits and 2% of completed projects resulted from CBO outreach efforts, when compared to program totals during the same timeframe.

Green Jobs - Green New York Residential Financing as of August, 31 2012								
1- to 4- Family Homes		Loan Product	Applications Received	Applications Approved	Loans Closed			
					Value	Total	Market Rate	Assisted
Tier 1	August	Unsecured	151	215	\$693,381	67	53	14
		On-Bill Recovery	223	245	\$517,283	49	44	5
	Program to Date	Unsecured	4,357	2,418	\$14,666,511	1,606	1,222	384
		On-Bill Recovery	1,396	771	\$1,747,199	170	152	18
Tier 2	August	Unsecured	17	18	\$69,518	8	2	6
		On-Bill Recovery	22	19	\$109,469	11	6	5
	Program to Date	Unsecured	262	220	\$1,370,984	145	73	72
		On-Bill Recovery	101	76	\$197,432	19	10	9
August		Unsecured	168	233	\$762,899	75	55	20
		On-Bill Recovery	245	264	\$626,751	60	50	10
Total			413	497	\$1,389,650	135	105	30
Program to Date		Unsecured	4,357	2,638	\$16,037,495	1,751	1,295	456
		On-Bill Recovery	1,396	847	\$1,944,630	189	162	27
Total			5,753	3,485	\$17,982,125	1,940	1,457	483

Unsecured		Financing Summary	On-Bill Recovery	
Tier 1	Tier 2		Tier 1	Tier 2
1,606	145	Loans Closed*	170	19
\$14,666,511	\$1,370,984	Value*	\$1,747,199	\$197,432
\$9,132	\$9,455	Average Loan*	\$10,278	\$10,391
11.5 Years	13 Years	Average Term*	14.4 Years	14.2 Years
N/A	N/A	2.99%	100%	100%
81.44%	80.69%	3.49%*	N/A	N/A
18.56%	19.31%	3.99%*	N/A	N/A
65.77%		Approval Rate**	67.17%	
26.30%		Denial Rate**	27.12%	
7.93%		Denied Tier 1, didn't pursue Tier 2**	5.71%	
* Refers to closed loans only				
** Does not include applications pending review or withdrawn.				

NYSERDA is collaborating with Energy Finance Solutions (EFS), the loan originator of Unsecured and On-Bill Recovery (OBR) Loans, to finalize language in a contract modification. On August 28, NYSERDA placed a cap of 100% on the acceptable Debt-to-Income Ratio for Tier 2 applicants who also qualify for the Assisted

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Subsidy; previously, the DTI was unlimited for such customers. The contract modification will also clarify underwriting standards for joint applicants, address how income and debt are calculated for the purpose of applying for a loan or Assisted Subsidy using the new applications, and provide a mechanism to fund the LIPA rebate assignment for LIPA customers who finance their project with an Unsecured or OBR Loan.

NY Title completed their services to provide Last Owner Searches and file declarations for OBR Loans. Moving forward, Zodiac Title Services will be the exclusive title company to NYSERDA, until additional title companies are invited to propose providing such services for specific geographic regions.

NYSERDA is working with our financial advisor to evaluate the performance of the loan portfolio in preparation for our first bond issuance. The federally-funded Qualified Energy Conservation Bond (QECB) will be issued to raise additional capital to sustain the residential Revolving Loan Fund. The target for the bond issuance is during Q4 2012, when the portfolio approaches \$25 million; currently, the loan portfolio contains 1,898 outstanding loans valued at approximately \$16.92 million, with only three loans in default (90+ days past due).

Multifamily				
Audit Status (as of 8/31/12)				
	Affordable Housing	Market Rate Housing	Totals	Budget/Goal
Number of Audit Applications	74	91	165	500
Audit Funds Encumbered	\$930,920	\$595,563	\$1,526,483	
Audit Funds Invoiced	\$652,340	\$316,488	\$968,828	\$3,000,000
Audits Completed	56	51	107	400
Number of Projects withdrawing from MPP after audit*	9	20	29	
Number of Projects in Pipeline**	57	64	121	
Projects Contracted (to have measures installed)	36	28	64	
Households (HH) associated with Projects Contracted	5,900	7,491	13,391	
kWh Savings of installed measures ***	6,286,448	541,792	6,828,240	
MMBtu Savings of installed measures ***	61,775	45,388	107,162	
Dollar savings of installed measures ***	\$2,096,954	\$703,973	\$2,800,927	
<p><i>*MPP Projects must achieve a minimum of 15% in energy savings. Projects may choose to proceed outside MPP. Some may choose 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.</i></p> <p><i>**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.</i></p> <p><i>*** The Operating Plan expresses anticipate energy and dollar savings on an average per project basis.</i></p>				

The GJGNY financing program for multifamily building owners is available, and **Carnegie House** was the first project that received a loan in the program as of the first quarter of 2012. The total loan with HVB Leasing is 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 development of an On-Bill Recovery financing program for multifamily energy efficiency projects. This financing method 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 working out issues with repayment requirements as written in the legislation. The team is also developing basic underwriting standards for this financing program.

The Multifamily team has developed program revisions to provide a cost effective opportunity for multifamily projects of 5-50 units. The Fast Track program offers a streamlined audit process and reduced paperwork that 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, NYSERDA 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 July 31, 2012, 1070 GJGNY audits and 519 ARRA audits have been completed.

Energy Efficiency Financing: In June 2011, NYSERDA launched the SB/NFP Energy Efficiency Financing Program, offering the Participation Loan product to small business and not-for-profit customers. Through the Participation Loan, NYSERDA provides 50% of the loan principal, up to \$50,000, at 0% interest and the participating lender provides the remaining loan principal at the market interest rate. Since Program launch, NYSERDA held webinars and conducted in person trainings for lenders and NYSERDA's Community Based Organizations, Energy Smart Community Coordinators, and 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 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 financing opportunity messages into their marketing and outreach materials. As of August 31, 2012, eleven 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. Two loans have been issued.

In June 2012, the SB/NFP Energy Efficiency Financing Program began offering On-Bill Recovery financing to eligible small businesses and not-for-profits that have a utility account with one of the following participating utilities: Central Hudson, Con Edison, Long Island Power Authority, National Grid (upstate NY customers only), New York State Electric and Gas Corporation, Orange & Rockland, and Rochester Gas and Electric Corporation. Customers who take advantage of On-Bill recovery financing can receive a NYSERDA loan of up to \$50,000 at 2.5% interest to pay for eligible energy efficiency improvements. Customers can then repay their loan through a charge on their utility bill.

Evaluation

Evaluation staff is working with the evaluation contractors and program staff to review and finalize the Process and Market Characterization and Assessment of the residential 1- to 4-family sector. Preliminary findings of this study were presented to the Advisory Council at the September meeting. Evaluation staff anticipates finalizing the report in September 2012.

Evaluation planning is also underway for other GJGNY program areas as well as an assessment of jobs impacts deriving from the GJGNY program. Evaluation staff introduced approaches to evaluating jobs impacts at the September Advisory Council meeting.