

June 2012

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

The Workforce Development team continues to collaborate with the statewide network of Constituency-Based Organizations (CBOs) in providing consumer workforce outreach under GJGNY. NYSEERDA's Workforce Project Managers are working with the New York State Department of Labor (NYSDOL) to facilitate CBO access to DOL's One Stop Operating System (OSOS) in order to connect qualified job seekers with employers in the clean energy field. For staff, being able to enter data directly in the OSOS would not only facilitate worker connections but would allow for more accurate tracking of workforce leads as they are placed in training and, ultimately, employment opportunities. PUSH Buffalo will be the first CBO to gain access to the system and will be able to match candidates to job openings. After a pilot period, access will be expanded to all CBOs performing workforce outreach. These connections are of increasing importance as NYSEERDA seeks to support the Governor's NY Youth Works initiative being implemented by the NYSDOL.

NYSDOL has modified the OSOS so that someone entering a new trainee in the system can identify him/her as affiliated with a CBO referral or with a GJGNY training program. Better coordination with DOL means that NYSEERDA will be better equipped to track energy efficiency training and job placement.

Economic and Demand Challenges in Western NY

As noted in the May 2012 report, a number of GJGNY Worker Readiness training contracts have been cancelled and will be reprogrammed to better serve clean energy trainees in New York State. Trainers in some regions were not able to achieve sufficient enrollment in their courses and returned funding. Lack of training is often cited as a barrier to achieving entry into work under GJGNY. However, in areas facing socioeconomic challenges, potential trainees are unable to afford the cost of tuition even when it is reduced with NYSEERDA funding. The workforce team is working with a number of established training providers, including NYSDOL and Syracuse University, to determine the best course of action for serving disadvantaged workers seeking to enter the clean energy economy.

Narrative Summary by Solicitation

PON 1816: Worker Readiness

All current Workforce Development training partnerships under PON 1816 GJGNY Worker Readiness have either been completed as contracted or, as noted in previous reports, cancelled for reprogramming of funds.

PON1817: Oil Heat Technician Training and Small Commercial Audit Training

Oil Heat Technician Training – curriculum is being finalized to incorporate BPI specific guidelines into the existing oil heat technician training, with an emphasis on whole building science, energy efficiency, combustion efficiency, advanced oil tank installation, and combustion and air venting. Two sets of trainings are currently scheduled, with a National Oilheat Research Alliance (NORA) Silver Certification Review - (guidance on basic design, safety and repair of Oilheating equipment) and a Tank Installation Review in each set. The trainings will be held at Superior Plus's (formerly Griffith's) training center in Rochester on August 14 (Silver) and 15 (Tank), and at F.W. Webb's training center in Syracuse on August 16 (Silver) and 17 (Tank).

June 2012

Small Commercial Energy Auditing Training - curriculum is under development for CUNY. Planning for curriculum development is underway at SUNY Stony Brook. Small Commercial Energy Auditing Training will be based on existing American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE) standards for Level 1 and Level 2 auditing.

PON 2032: Technical Training and Certifications

Funding Category A: Hands-on technical workshops - Several applicants have called to indicate interest in submitting proposals. One proposal has been received and is currently under negotiation for partial funding.

Funding Category B: Expand BPI Exam Capacity – No applications have been received.

Funding Category C: Oil and Gas Furnace Installation Certification Standards – A TEP was held on June 27 and the TEP recommended one project for funding.

PON 2033: Curriculum Development

In addition to contracts awarded to Solar One for Green Building Operations and Maintenance and to the Urban League of Rochester for enhancement of their Construction Technology program, Local 32 BJ Thomas Shortman Training Fund was awarded funds to develop and deliver a hands-on Multifamily Building Analyst curriculum and to train 300 NYC building workers. A contract is under negotiation with the Laborer's International Union of North America (LIUNA) Local 17 to enhance its apprenticeship offerings.

PON 2033: On-the-Job-Training

NYSEERDA has received sixty "intents to apply," which are the first step in a process that, when completed, results in a NYSEERDA partner or contractor hiring a candidate for on-the-job training and employment. After the initial emailed 'Intent to Apply', if the Applicant is found to be eligible and in good standing, the process continues with NYSDOL performing due diligence on the Applicant and then work begins between NYSDOL's Business Services Representative and the Applicant to match their needs with the skills of the employee pool on the One-Stop lists. Candidates are interviewed, and job offers are made. A completed application approved by NYSDOL returns to NYSEERDA, and a contract is produced. To date, 62 people have been hired from NYSDOL's One-Stop Lists, and approximately \$600,000 has been awarded.

Outreach and Marketing

(as of 06/30/12)

The annual CBO Training Conference was held on June 29, 2012 by video conference at NYSEERDA's Albany and New York City offices. The conference offered sessions on: database reconciliation; changes in CBO reporting requirements; CBO progress to date; regional customer role playing, the NYSEERDA Multifamily Performance Program; and customer relationship management tools.

NYSEERDA staff held three one-on-one meetings with participating CBOs to provide guidance on the GJGNY programs.

NYSEERDA staff is currently developing a Small Business Green Kit to explain and promote the Small Business/Not-For-Profit (SB/NFP) financing options.

June 2012

The Department of Labor's One-Stop Center in Schenectady was visited to review and discuss the process a potential workforce trainee might experience when referred by a CBO. The site visit provided NYSERDA staff with an appreciation of the types of material and processing required of individuals when meeting One-Stop personnel, along with other information regarding the trainee referrals.

The Aggregation pilots are underway. PUSH Green held their contractor lottery on June 11th and assigned the first three bundles of projects. There are eight participating contractors in the PUSH pilot. Staff continues to work with all the CBO's conducting the Aggregation pilots to refine the process. Conference call updates were held with the three CBOs offering aggregation to monitor progress and address deployment questions. Several conference calls were held with the Center for Working Families to discuss progress on the CBO Aggregation pilots.

The Adirondack North Country Association (the CBO representing the North Country Region) participated in the Adirondack Summit on June 21, 2012. They provided participants with a presentation on the GJGNY program, including information on the GJGNY residential financing options.

A SB/NFP case study of the Young Men's and Young Woman's Hebrew Association (YM & YWHA) of Washington Heights and Inwood, Inc. has been completed.

One-to-Four Family Homes - Audits				
Home Performance with ENERGY STAR® (as of 6/30/12)				
		Timeframe	CBO Initiated since 11/1/11	GJGNY Totals Since 11/15/10 ¹
Received Audit Applications		Month	164	1,346
		Program to Date	1111	29,348
	Average Number of Applications Received per Month		139	1,505
Approved Audit Applications	Free Audit			
		Month	161	1,282
		Program to Date	923	25,353
	Reduced Cost			
		Month	5	111
		Program to Date	36	2,158
	Total Approved Audit Applications		959	27,511
	Average Number of Applications Approved Per Month		120	1,411

Green Jobs - Green New York, Monthly Update

June 2012

Scheduled Audits	Scheduled Audits as of End of Current Month		510	20,676
Completed Audits: Goal: (46,000-Audits) Budget: (\$11,596,000)	Completed Audits			
	Free			
		Month	118	1,158
		Program to Date	513	18,684
	Reduced Cost			
		Month	4	90
		Program to Date	32	1,565
	Total Completed Audits		545	20,249
	Audit Funds Invoiced to Date			\$4,879,320
¹ GJGNY totals since 11/15/10 are inclusive of CBO initiated activities				
One-to-Four Family Homes - Projects Home Performance with ENERGY STAR[®] (as of 6/30/12)				
	Timeframe	CBO Initiated since 11/1/11	GJGNY Totals Since 11/15/10	HPwES Totals Since 11/15/10
Projects Contracted to Date		63	5168	NA
Completed Projects				
Assisted				
	Month	2	71	101
	Program to Date	15	1,230	3,510
Market Rate				
	Month	4	179	276
	Program to Date	23	3,416	7,171
Total Completed Projects ¹ Goal: (15,000)		38	4,646 ²	10,681
¹ Projects do not reflect number of units served. i.e. A two to four family home is represented as one project. NYSDERDA is pursuing the ability to report unit data in future reports.				
² Projects completed resulting from a GJGNY Audit				

Contractors continue to report strong demand for free/reduced-cost comprehensive home assessments with the program receiving 1,346 audit applications in June. Program staff reevaluated the method of calculating the conversion rate from audit to energy retrofit project. The calculation now takes into account the lag time from audit to energy retrofit project completion. The average cycle time between audit completion and project approval/completion is 90-120 days. The

Green Jobs - Green New York, Monthly Update

June 2012

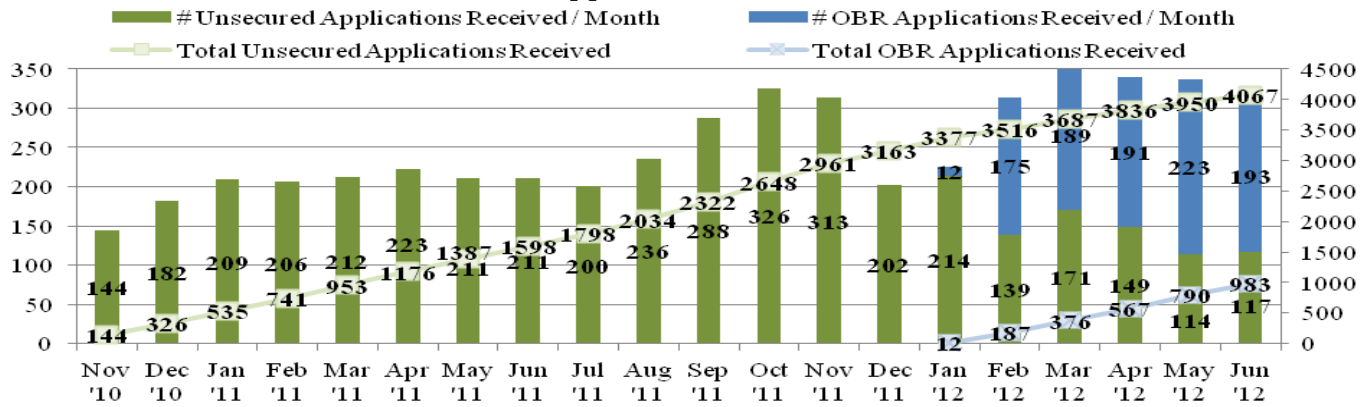
result of incorporating this average cycle timeframe from audit to project completion, results in a conversion rate of 39%.

There were 377 Home Performance with ENERGY STAR project completions in June, of which 66% originated from a completed GJGNY audit. Of the June HPwES project completions, 27% were for Assisted Home Performance with ENERGY STAR customers.

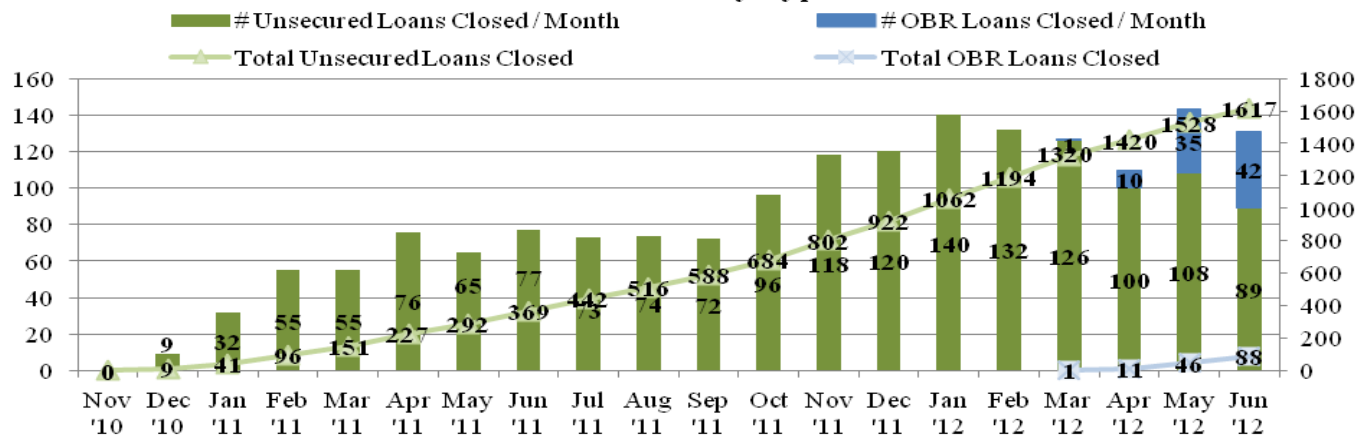
Green Jobs - Green New York Residential Financing as of 06/30/12								
1- to 4- Family Homes		Loan Product	Applications Received	Applications Approved	Loans Closed			
					Value	Total	Market Rate	Assisted
Tier 1	June	Unsecured	117	219	\$708,922	79	58	21
		On-Bill Recovery	193	176	\$349,139	37	33	4
	Program to Date	Unsecured	4,067	2,244	\$13,478,408	1,488	1,128	360
		On-Bill Recovery	983	538	\$811,353	82	75	7
Tier 2	June	Unsecured	8	27	\$73,045	10	6	4
		On-Bill Recovery	12	16	\$57,143	5	2	3
	Program to Date	Unsecured	233	194	\$1,234,898	129	68	61
		On-Bill Recovery	58	43	\$66,975	6	3	3
June		Unsecured	125	246	\$781,967	89	64	25
		On-Bill Recovery	205	192	\$406,282	42	35	7
Total			330	438	\$1,188,249	131	99	32
Program to Date		Unsecured	4,067	2,438	\$14,713,306	1,617	1,196	421
		On-Bill Recovery	983	581	\$878,329	88	78	10
Total			5,050	3,019	\$15,591,634	1,705	1,274	431

Unsecured		Financing Summary	On-Bill Recovery	
Tier 1	Tier 2		Tier 1	Tier 2
1,488	129	Loans Closed*	82	6
\$13,478,408	\$1,234,898	Value*	\$811,353	\$66,975
\$9,058	\$9,573	Average Loan*	\$9,895	\$11,163
11.5 Years	12.8 Years	Average Term*	14.3 Years	14.2 Years
N/A	N/A	2.99%	100%	100%
80.91%	79.07%	3.49%*	N/A	N/A
19.09%	20.93%	3.99%*	N/A	N/A
64.65%		Approval Rate**	64.84%	
27.21%		Denial Rate**	7.37%	
8.14%		Denied Tier 1, didn't pursue Tier 2**	27.79%	
* Refers to closed loans only				
** Does not include applications pending review or withdrawn.				

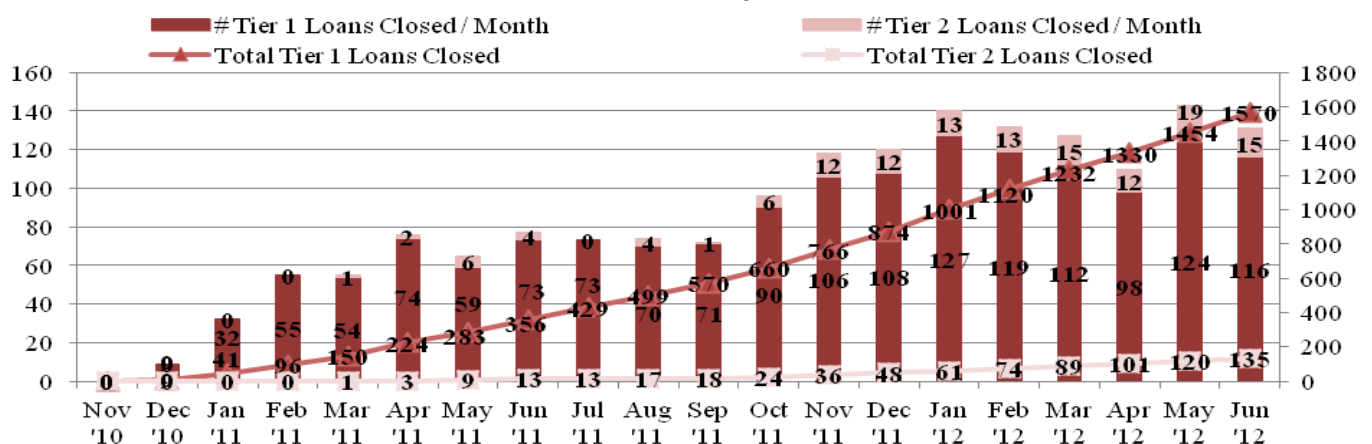
**Green Jobs-Green New York Financing
Applications Received**



**Green Jobs-Green New York Financing
Loans Issued by Type**



**Green Jobs-Green New York Financing
Loans Issued by Tier**



June 2012

The income documentation requirements and associated processing time for GJGNY Loan and Assisted Subsidy applications were targeted as opportunities for improvement to enhance the program experience for customers and contractors. A working group was created to coordinate the streamlining of program applications to ensure adequate internal and external feedback on the program process enhancements.

On-Bill Recovery (OBR) Loan Installment charges began to appear on utility bills in June for customers who utilized an OBR Loan. A LIPA incentive advance fund will be created shortly 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, as it typically takes LIPA two to three months to process incentives.

PON 2350: Residential Financing and Assisted Home Performance with ENERGY STAR® Financing, has been on-hold since March while the OBR processes were finalized. Development of this PON will resume in July as OBR processes have been tested and are operating properly. PON 2350 will invite additional lenders to: (1) originate GJGNY Loans of 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 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 6/30/12)				
	Affordable Housing	Market Rate Housing	Totals	Budget/Goal
Number of Audit Applications	67	65	132	500
Audit Funds Encumbered	\$827,280	\$437,793	\$1,265,073	
Audit Funds Invoiced	\$570,440	\$262,703	\$833,143	\$3,000,000
Audits Completed	48	43	91	400
Number of Projects withdrawing from MPP after audit*	9	17	26	
Number of Projects in Pipeline*	52	45	97	
Projects Contracted (to have measures installed)	29	17	46	
Households (HH) associated with Projects Contracted	4,785	5,198	9,983	
kWh Savings of installed measures**	7,236,029	87,816	7,323,845	
MMBtu Savings of installed measures**	58,312	14,927	73,239	
Dollar savings of installed measures***	\$2,180,862	\$528,552	\$2,709,414	
<i>*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.</i>				
<i>**Projects that receive GJGNY-supported audits and/or financing may also receive incentives through the System Benefits Charge (SBC), Energy Efficiency Portfolio Standard (EPPS), 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>				
<i>*** The Operating Plan expresses anticipate energy and dollar savings on an average per project basis.</i>				

June 2012

The GJGNY financing program for multifamily building owners is on-going, with **Carnegie House** being the first project receiving a loan. The total loan with HVB Leasing was for \$500,000. That project is now complete.

Building owners participating, or who have participated in the Multifamily Performance Program, may be eligible for GJGNY 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 under GJGNY. 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 original launch date for this program was May 30, 2012. However, the program encountered complications caused by the repayment requirements required under GJGNY. The team is now creating documents that address the GJGNY On-Bill Financing repayment issue. The projected launch date for this financing program is now July 31, 2012.

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 small business or not-for-profit with an average electric demand of 100 kW or less. As of May 31, 2012, 921 GJGNY audits and 447 ARRA audits have been completed.

Energy Efficiency Financing: In June 2011, NYSEERDA 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, NYSEERDA 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 the program launch, NYSEERDA held webinars and conducted in person trainings for lenders and NYSEERDA's Community Based Organizations, Energy Smart Community Coordinators, and Energy Auditors. NYSEERDA 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. NYSEERDA is also working with utilities and others to incorporate financing opportunity information into their marketing and outreach materials. As of June 30, 2012, eleven lending institutions have signed up to be listed as participating lenders on the NYSEERDA website. To date, four customer applications have been received, three applications have been approved for financing, and two loans have been issued.

In June 2012, The SB/NFP Energy Efficiency Financing Program offered 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 NYSEERDA loan of up to \$50,000 at 2.5% interest to pay for energy efficiency improvements. Customers can then repay their loan through a charge on their utility bill.

June 2012

Evaluation

The primary data collection and analysis for the initial Process and Market Characterization and Assessment of the residential One-to-Four Family sector is complete. Evaluation staff is working with the evaluation contractors and anticipates finalizing the report in August 2012.

Outreach staff met with NYSEERDA's Energy Analysis team to discuss plans for conducting a process evaluation¹ of the CBO Outreach effort.

¹ A process evaluation analyzes the development and implementation of a program, assessing whether policies are being implemented as intended and whether anticipated results will be produced.