

November 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 (NYSDOL)

The Workforce Team is working with NYSDOL to add a New York Youth Works (NYYW) component to PON 2033, Green Jobs Green New York NYS Registered Apprenticeship and Building Trades Training and On-the-Job Training, to support the Governor's NYYW initiative to reduce the rate of unemployment for disadvantaged youths aged 16-24. \$750,000 in SBC4 funds will also be added to support renewable energy and advanced technology on-the-job placement. It is anticipated that the revised PON will be released in December and that an informational webinar will be conducted in early January.

Changes to PON 2033 include:

1. Due Date extended from July 1, 2013 to December 31, 2013.
2. Qualified program areas under Category B changed to include renewable energy and advanced technology within SBC territory.
3. Qualified program areas under Category B changed to include support for NYYW such that businesses providing on-the-job training opportunities to certified NYYW candidates qualify for a higher reimbursement rate, and
4. Amounts available in each category updated.

Oil heat Technician Training

Through fall 2012, Community Power Network (CPN) delivered oilheat technician training to more than 170 technicians statewide. The training, including NORA Bronze Certification Review and NORA Silver Certification Review, was well received by participants and will resume at various locations in spring 2013.

PON 2033: On-the-job-training

NYSERDA executed on-the-job training agreements with 32 businesses seeking to hire new employees or advance incumbent workers. As of November 30, 2012, eighty-three people had been hired from NYSDOL's One-Stop Lists, seven incumbent workers had been advance, and approximately \$800,000 in wage and training subsidies had been awarded.

Outreach and Marketing

(as of 11/30/12)

Letters were sent on November 9 2012, to 466 residential customers who indicated on their application that they had heard about the Home Performance Program from a local community-based organization, but did not specify the specific organization. The letter provided an email address where customers could contact NYSERDA or the CBO directly requesting further CBO assistance. To date, NYSERDA has received over seventy responses to the letter. The names of these customers are being forwarded to the CBOs for follow-up.

Staff is working with the Rural Ulster Preservation Company (RUPCO), CBO servicing the Mid-Hudson and Westchester Region, to develop an Aggregation pilot. The proposed pilot is different from those currently underway and would involve a 250 unit Condominium/Townhouse Development in New Windsor, Orange

November 2012

County, NY. There are several different models within the complex. However, retrofits for each model – presenting similar opportunities for insulation in the attics, between firewalls, replacing furnaces, and lighting – will allow for standardized pricing lists to be created and shared with residents. These upfront pricing estimates would be beneficial during the owner’s decision making process. The Management Company is receptive to offering the prospect of aggregated retrofits at this site; and since a level of trust has been established between the Condominium/Townhouse Board and the management company, it is likely that the owners will be more comfortable with the aggregation retrofit concept when it is presented by people they know and trust. The majority of owners would qualify for Assisted Home Performance incentives. The management company also has thirty other properties that could be future participants.

A new CBO monthly reporting template was developed which allows the CBOs to report electronically through the SharePoint system. CBOs will use the new template for their November reporting.

The New York City CBOs participated in NYSERDA’s Multifamily Energy Performance Portfolio (MEPP) Power Event. A handout describing the CBOs and the assistance offered, as well as contact information, was developed and distributed. CBOs tabled at the event to answer participant questions.

Staff is developing a waiver which would authorize CBOs to obtain energy usage data from Consolidated Edison online customer accounts. This will be presented to Consolidated Edison for consideration. The waiver is similar to one currently used by the Long Island Progressive Coalition (LIPC).

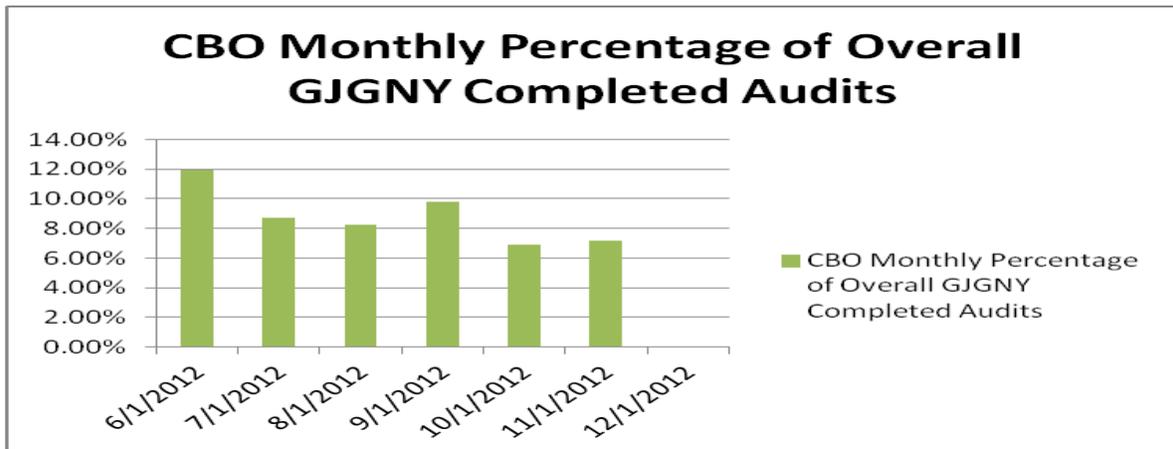
Staff worked with Energy Efficiency Services (EES) and the Multifamily Teams to evaluate CBO leads. Two CBOs have been responsible for 37 Consolidated Funding Applications (CFA) for small commercial audits. Adirondack North Country Association is responsible for 22 of those audits. Of those customers, approximately twelve customers have had some work done on their facility, three through the National Grid Program. In regard to the multifamily program, Downtown Manhattan Community Development Corporation (DMCDC) has 25 buildings currently in the pipeline, of which nineteen have submitted energy reduction plans.

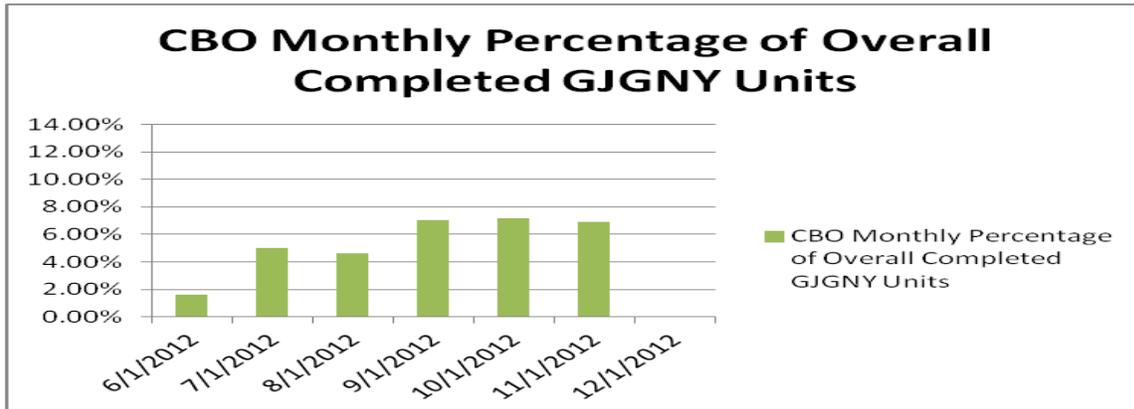
A CBO training webinar was held on November 15, 2012. The following topics were presented:

- How to sell Energy Efficiency and the Home Performance with ENERGY STAR® Program (Part 1) – presented by Holly Barrett of Brand Cool.
- Financing Update
 - Joey DeRosa (NYSERDA) presented a residential financing overview including:
 - Update on the loan program metrics.
 - Overview of paperwork customers need to submit when applying for loans
 - Explanation of On-Bill Recovery to customers
- CBO Presentation – Affordable Housing Partnership
 - Overview of their strategy in using the CBO Partnership network
 - Accessing alternate funding for projects (Discussion of the Community Land Trust work)
- Miscellaneous
 - Recent changes to PON 2033, Green Jobs Green New York NYS Registered Apprenticeship and Building Trades Training and On-the-Job Training – See above
 - Procedures for attaching Home Performance Online PDF digital signatures

One-to-Four Family Homes - Audits Home Performance with ENERGY STAR® (as of 11/30/12)				
		Timeframe	CBO Initiated since 11/1/11 ²	GJGNY Totals Since 11/15/10 ¹
Received Audit Applications		Month	150	1,681
		Program to Date	2,094	37,889
	Average # of Applications Received per Month		161	1,546
Approved Audit Applications	Free Audit			
		Month	184	1,760
		Program to Date	1,887	32,768
	Reduced Cost			
		Month	8	120
		Program to Date	84	2,678
	Total Approved Audit Applications		1,971	35,446
	Average # of Applications Approved Per Month		152	1,447
Scheduled Audits	Scheduled Audits as of End of Current Month		1,299	2,229
Completed Audits: Goal: (46,000- Audits) Budget: (\$11,596,000)	Completed Audits			
	Free			
		Month	84	1,188
		Program to Date	1,097	24,713
	Reduced Cost			
		Month	2	93
		Program to Date	52	1,997
	Total Completed Audits		1,149	26,710
	Audit Funds Invoiced to Date			\$6,858,930
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 /Units Home Performance with ENERGY STAR® (as of 11/30/12)				
	Timeframe	CBO Initiated since 11/1/11 ¹	GJGNY Totals Since 11/15/10 ¹	HPwES Totals Since 11/15/10 ²
Projects Contracted	To Date	215	7,016	NA
Completed Projects/Units³				
Assisted				
	Month	7/8	117 / 125	156 / 166
	Program to Date	51/55	1,907 / 2,041	4,342 / 4,549
Market Rate				
	Month	14/16	241 / 245	262 / 266
	Program to Date	93/98	5,003 / 5,077	8,614 / 8,733
Total Completed Projects/Units (Project Goal: 15,000)		144/153	6,910 / 7,118	12,956 / 13,282
¹ Projects completed resulting from a GJGNY Audit and/or GJGNY Financing				
² Total HPwES including GJGNY Projects and non-GJGNY projects				
³ Completed projects and the total units within those projects				





In November, 1,681 free/reduced-cost comprehensive home assessment applications were received. The decline this month is due to the effects of Hurricane Sandy. The conversion rate from audit to energy retrofit remains strong at 34%. The average cycle time between audit completion to project completion is 110 days.

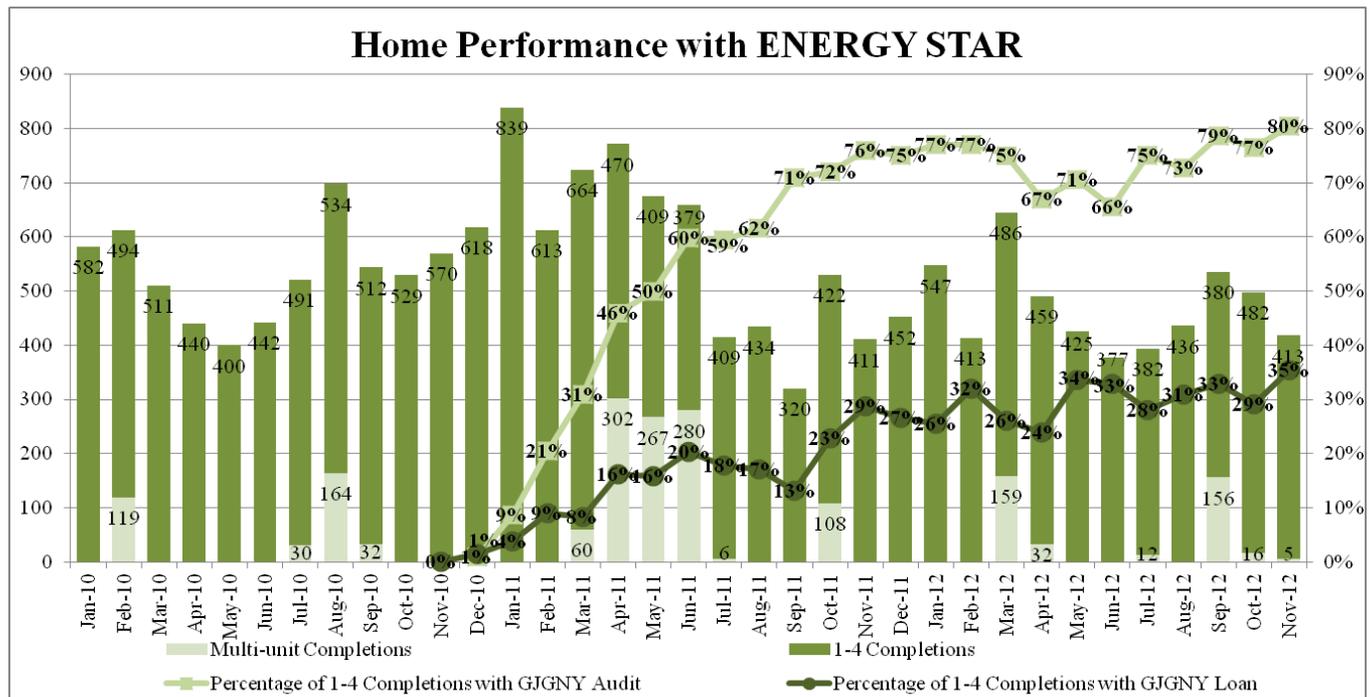
Of the 418 Home Performance with ENERGY STAR project completions in November, 358 were associated with a GJGNY audit or loan. Thirty-three percent of the November GJGNY HPwES project completions were GJGNY Assisted HPwES customers. Completions in November were also lower due to the effects of Hurricane Sandy, with the reduced number of completions on Long Island having the most impact on the program.

Green Jobs - Green New York Residential Financing								
as of November 2012								
1- to 4- Family Homes		Loan Product	Applications Received	Applications Approved	Loans Closed			
					Value	Total	Market Rate	Assisted
Tier 1	November	Unsecured	179	226	\$538,180	78	60	18
		On-Bill Recovery	256	280	\$701,724	77	61	16
	Program to Date	Unsecured	4,913	2,760	\$16,431,273	1,791	1,371	420
		On-Bill Recovery	2,143	1,178	\$3,695,630	342	286	56
Tier 2	November	Unsecured	23	28	\$138,084	13	5	8
		On-Bill Recovery	26	17	\$80,661	10	3	7
	Program to Date	Unsecured	308	261	\$1,758,812	184	90	94
		On-Bill Recovery	167	121	\$326,909	34	13	21
November		Unsecured	202	254	\$676,264	91	65	26
		On-Bill Recovery	282	297	\$782,385	87	64	23
Total			484	551	\$1,458,649	178	129	49
Program to Date		Unsecured	4,913	3,021	\$18,190,085	1,975	1,461	514
		On-Bill Recovery	2,143	1,299	\$4,022,539	376	299	77
Total			7,056	4,320	\$22,212,624	2,351	1,760	591

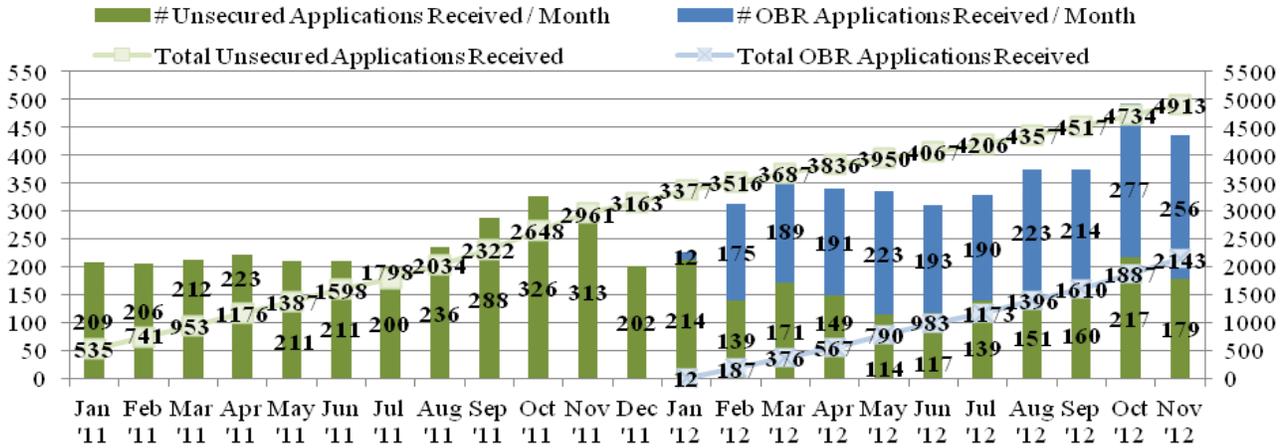
Unsecured		Financing Summary	On-Bill Recovery	
Tier 1	Tier 2		Tier 1	Tier 2
1,791	184	Loans Closed*	342	34
\$16,431,273	\$1,758,812	Value*	\$3,695,630	\$326,909
\$9,174	\$9,559	Average Loan*	\$10,806	\$9,615
11.6 Years	12.9 Years	Average Term*	14.3 Years	14.1 Years
N/A	N/A	2.99%	100%	100%
80.57%	78.26%	3.49%*	N/A	N/A
19.43%	21.74%	3.99%*	N/A	N/A
66.84%		Approval Rate**	68.33%	
25.09%		Denial Rate**	26.78%	
8.08%		Denied Tier 1, didn't pursue Tier 2**	4.89%	
* Refers to closed loans only				
** Does not include applications pending review or withdrawn.				

During the monthly CBO webinar on November 15, NYSERDA announced the upcoming rate increase for residential On-Bill Recovery (OBR) Loans. Effective January 1, 2013, all new OBR applications will be processed at 3.49%; this modest increase from 2.99% will provide rate parity between the OBR and the Unsecured Loans, and recognizes that NYSERDA is not currently recouping all of our costs for origination, servicing, and financing of OBR Loans.

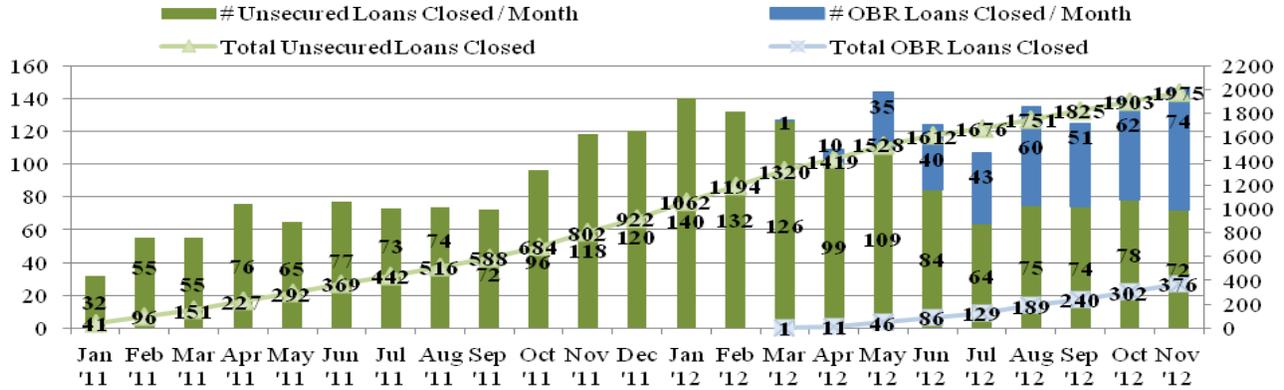
NYSERDA continues to work with our financial advisor and rating agencies in preparation for our first bond issuance. The federally-funded Qualified Energy Conservation Bond (QECB) will be used to raise additional capital to sustain the residential Revolving Loan Fund. To allow time to explore a new opportunity, the target date for the bond issuance has been moved to Q1, 2013.



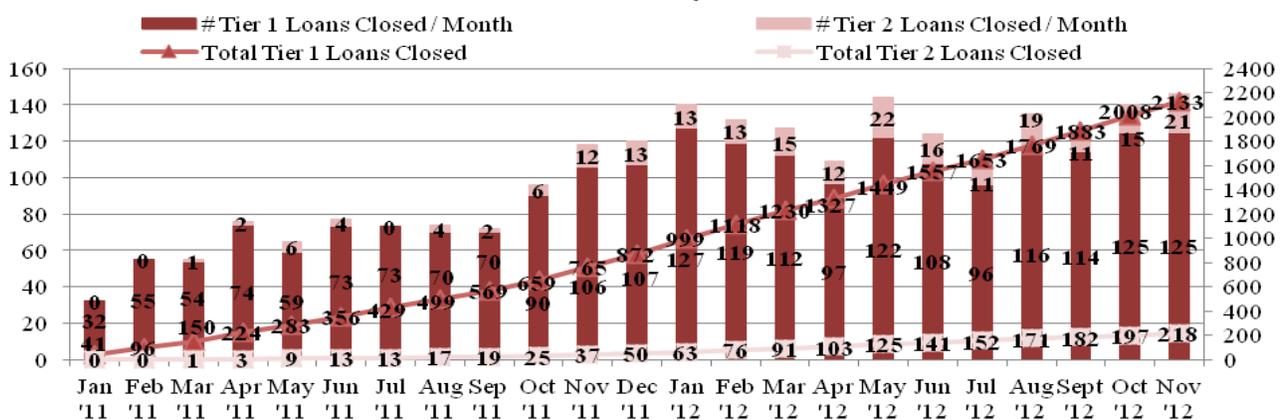
Green Jobs-Green New York Financing Applications Received

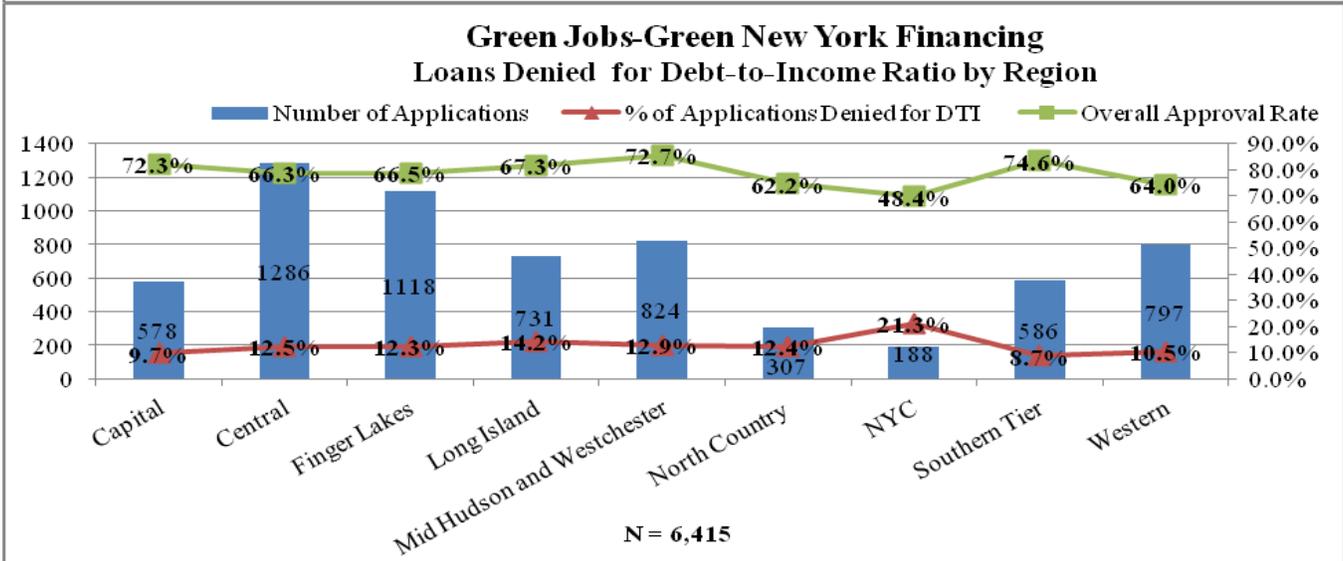
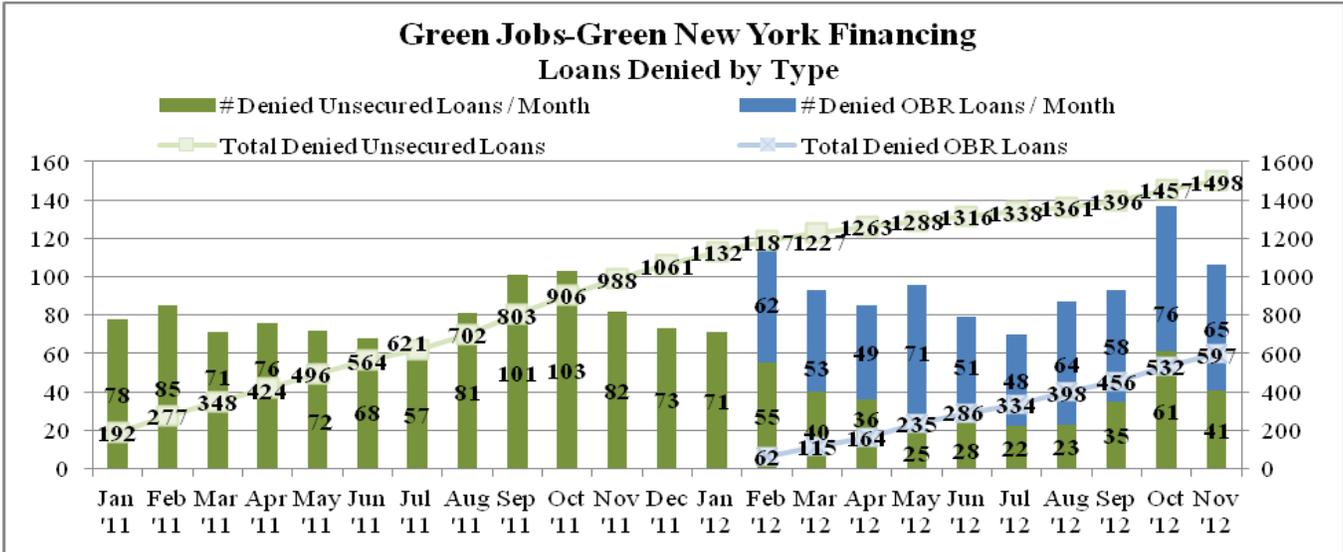


Green Jobs-Green New York Financing Loans Issued by Type



Green Jobs-Green New York Financing Loans Issued by Tier





Green Jobs-Green New York Financing Loans Transferred from OBR to Unsecured November 30, 2012

Current Unsecured Loan Status	# of Loans
PreApproved	25
Loan Approved	48
Loan Sold	69
Loan PreApproved - Withdrawn	7
Loan Withdrawn	1
No Loan - Subsidy Only	1
Total # Loans Transferred	151

10.4% of PreApproved OBR Loans were transferred to Unsecured

Multifamily				
Audit Status (as of 11/30/12)				
	Affordable Housing	Market Rate Housing	Totals	Budget/Goal
Number of Audit Applications	77	97	174	500
Audit Funds Encumbered	\$974,440	\$637,958	\$1,612,398	
Audit Funds Invoiced	\$720,790	\$346,263	\$1,067,053	\$3,000,000
Audits Completed	58	55	113	400
Number of Projects withdrawing from MPP after audit*	11	21	32	
Number of Projects in Pipeline**	54	72	126	
Projects Contracted (to have measures installed)	40	31	71	
Households (HH) associated with Projects Contracted	6,801	8,532	15,333	
kWh Savings of installed measures†	8,145,783	638,842	8,784,625	
MMBtu Savings of installed measures†	55,815	56,266	112,081	
Dollar savings of installed measures†	\$2,289,513	\$810,890	\$3,100,402	
<p><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></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 MPP financing program now has three executed loans. Inquiries regarding several additional loans have been received and are being processed.

Multifamily On-Bill-Recovery (OBR) Financing is progressing. A set of underwriting guidelines has been submitted and reviewed by NYSERDA's Treasurer, Jeff Pitkin. NYSERDA staff is now working on a purchase order to select a qualified financial organization to handle loan origination and loan underwriting tasks for the program.

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

Energy Assessments: GJGNY energy assessments 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 assessment funding, NYSERDA has American Recovery and Reinvestment Act (ARRA) funding to provide free energy assessments to any small business or not-for-profit with an average electric demand of 100 kW or less. As of November 30, 2012, 1329 GJGNY assessments and 605 ARRA assessments have been completed.

Energy Efficiency Financing: In June 2011, NYSERDA launched the Participation Loan product for 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 the Program launch, NYSERDA held webinars and conducted in-person trainings for lenders and NYSERDA's Community Based Organizations (CBOs), Energy Smart Community Coordinators, and Energy Assessment Firms. NYSERDA also presented the program to public and investor-owned utilities (IOUs), the New York Power Authority (NYPA), the Long Island Power Authority (LIPA), the Small Business Development Center (SBDC) and Department of Public Service (DPS) Staff to increase coordination between programs and to support the implementation of energy efficiency projects.

November 2012

In June 2012, the Small Commercial Energy Efficiency Program made On-Bill Recovery financing available 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 that take advantage of On-Bill recovery financing can receive a NYSERDA 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.

When NYSERDA made On-Bill Recovery financing available to eligible small business and not-for-profit customers, the eleven lenders who had originally expressed interest in offering Participation Loans were asked to sign agreements with NYSERDA indicating whether they would offer Participation Loans and/or On-Bill Recovery loans. As of November 30, 2012, six lenders have agreed to offer Participation Loans and On-Bill Recovery Loans.

As of the end of November 2012, eight customer applications have been received and assessed for both Participation Loan and On-Bill Recovery Loan eligibility. All eight applications have been approved for Participation Loans and three were also been approved for On-Bill Recovery financing. As of November 30, 2012, three Participation Loans have closed.

Evaluation

Evaluation staff continues to coordinate GJGNY evaluations and activities with existing evaluation efforts of the Small Business/Not for Profit, Residential and Multifamily Performance Programs. In addition, Evaluation staff have held planning meetings with evaluation consultants and staff from each department related to the evaluation of Constituency-Based Organizations (CBOs).

A working group of Advisory Council members and NYSERDA Evaluation staff and consultants met in October to discuss the portfolio level evaluation of job impacts resulting from GJGNY-related efforts. Information collected from this discussion and communications with program staff informed work to develop a GJGNY Job Assessment work plan. Details of this preliminary work plan will be presented to the Advisory Council at the December meeting.