

September 2012

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

Workforce Development

Northeast Parent Child and Society (NPSC) is securing the necessary approvals to begin construction on their training lab in Schenectady. The lab will be used for energy efficiency instructional purposes and for BPI testing as NPSC is filing an application to become a designated BPI Testing Center for the written and field examinations. This will allow NPSC to continue their energy workforce training for disadvantaged, at-risk youth, and minority contractors.

NYSERDA's President and CEO, Frank Murray, visited CV-TEC's Plattsburgh campus and the site of their lab house in September. As a component of the Clinton-Essex-Warren-Washington (CEWW) BOCES, CV-TEC offered a NYSERDA sponsored Basic Energy Efficiency Skills Training including three components; Work Readiness Certification (30 Hours); Applied Mathematics (10 hrs); and BPI Building Analyst Technical Preparation Training (80 Hours). CEWW ran an initial course with ten participants, three of whom went on to internships.

During the month of August, the NYSERDA' GJGNY Workforce team met with Energy Analysis to discuss the Workforce Program evaluation needs. The two Departments are working to maximize data collection to ensuring adequate training partner and trainee information will be collected to support future evaluative efforts.

NYSERDA staff met with stakeholders from IBEW, Southern California Edison, NYC Mayor's Office, Con Edison, and ICF met at IBEW's Flushing Headquarters on Aug. 6, 2012 to discuss the National Advanced Lighting Controls Training Program (NALCTP) and how to incorporate local needs while having a consistent national written exam to validate competency in this field

Narrative Summary by Solicitation

PON 2033 (GJGNY OJT/Internships and Enhanced Standards for Apprenticeship and Certified Construction Training Programs) – Under Category A, curriculum enhancement, five proposals have been received to date. In addition to contracts noted in the July report, LaGuardia Community College is under negotiation for the development of Spanish-language, Green Professional Building Skills (GPRO), training and certification exams.

Under Category B, businesses can receive 50% of the wages they pay an employee during training, with a maximum award per trainee of \$15,000 and a maximum award per business of \$150,000. Businesses are also eligible for \$4,000 per trainee for off-site classroom training, up to a total of \$40,000. Category B has yielded 73 notices of intent-to-apply for OJT funding. These intent-to-apply notices have been forwarded to the NYSDOL Business Services division for further review. Through August 2012, 69 people have been hired from NYSDOL's One-Stop Lists, and NYSERDA has awarded approximately \$610,613 in funding support for this program.

PON 2032 (Technical Training and Certifications) – Funding Category A: Hands-on technical workshops; to date, seven proposals have been reviewed by the Technical Evaluation Panel with five currently under negotiation for funding. Under funding Category B: Expand BPI Exam Capacity – One application has been received and is under negotiation. Funding Category C: Oil and gas furnace installation certification standards, has closed with one contract currently under negotiation.

September 2012

PON 2397: Incentive Pool to Support Energy Efficiency Training Program Accreditation- NYSERDA will provide reimbursement on a first-come, first-served basis to qualified training organizations in New York State that are eligible for and submit complete applications to the Interstate Renewable Energy Council (IREC) Institute for Sustainable Power Quality (ISPQ) Credentialing Program for accreditation of energy efficiency training programs to be offered in New York State. No new activity to report.

Outreach and Marketing

(as of 09/30/12)

NYSERDA Staff organized CBO **Staff Training** to be held in NYSERDA's NYC office on October 10th. Anticipated Participants include: Civic Association Serving Harlem (CASH), Make the Road, Northwest Bronx Community and Clergy Coalition (NWBCCC), and Neighborhood Housing Services of Jamaica (NHS-J), along with newly hired staff from other CBOs.

Agenda:

- Workforce Updates
 - Overview of the Workforce Program
 - Workforce initiatives on Long Island - Long Island Progressive Coalition(LIPC)
 - NYSERDA Funding Opportunities - NYSERDA
- SharePoint
- NYSERDA Marketing Opportunities
- Client Prioritization and Following-up
 - Prescreening
 - Manipulating Reports, Alerts, and Lead Reconciliation in CRIS
 - Attracting retrofit clients.
 - Resolution-tracking of clients
- NYSERDA Program - Financing Options
- NYSERDA's GJGNY Multifamily Program
- EmPower Referrals
- Breakout Sessions

During the NYSERDA CBO Webinar held on September 20, 2012, NYSERDA presented information on its collaboration with the Community Environmental Center (CEC) to bring the EcoHouse Traveling Exhibit to NYC neighborhoods identified having potential retrofits opportunities. EcoHouse provides demonstrations on energy efficiency building and retrofit methods. This initiative will also provide an opportunity to present information on a full range of energy efficiency programs and incentives available to NYS consumers. CEC will coordinate schedules with nine GJGNY, New York City CBOs¹ for EcoHouse appearances. The EcoHouse is anticipated to attract a broad demographic of visitors, providing opportunities to instruct them on efficiency measures and also review behaviors that impact the energy efficiency of homes.

¹ Bronx Overall Economic Development Corporation (BOEDC), Downtown Manhattan Community Development Corporation (DMCDC), Neighborhood Housing Services of Staten Island (NHS-SI), Asian Americans for Equality (AAFE), El Puente, Northwest Bronx Community and Clergy Coalition (NWBCCC), Civic Association Serving Harlem (CASH), Make the Road New York, and Neighborhood Housing Services of Jamaica (NHS-Jamaica)

CBO/NYSERDA - September Meetings

- Rural Ulster Preservation Company (PUPCO) –September 11, 2012
- Public Policy Education Fund (PPEF) Central – September 27, 2012

One-to-Four Family Homes - Audits				
Home Performance with ENERGY STAR® (as of 9/30/12)				
		Timeframe	CBO Initiated since 11/1/11²	GJGNY Totals Since 11/15/10¹
Received Audit Applications		Month	128	1,566
		Program to Date	1,554	33,819
	Average # of Applications Received per Month		141	1,503
Approved Audit Applications	Free Audit			
		Month	152	1,441
		Program to Date	1,405	29,126
	Reduced Cost			
		Month	10	107
		Program to Date	62	2,422
	Total Approved Audit Applications			1,467
Average # of Applications Approved Per Month			133	1,402
Scheduled Audits	Scheduled Audits as of End of Current Month		68	1,898
Completed Audits:	Completed Audits			
Goal: (46,000-Audits)	Free			
		Month	103	1,027
Budget: (\$11,596,000)		Program to Date	813	22,008
	Reduced Cost			
		Month	5	78
		Program to Date	41	1,817
Total Completed Audits			854	23,825
Audit Funds Invoiced to Date				\$6,089,210
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 9/30/12)				
	Timeframe	CBO Initiated since 11/1/11	GJGNY Totals Since 11/15/10	HPwES Totals Since 11/15/10²
Projects Contracted	To Date	144	6,129	NA
Completed Projects¹				
Assisted				
	Month	7	96	274
	Program to Date	32	1,657	4,023
Market Rate				
	Month	15	215	262
	Program to Date	59	4,447	8,024
Total Completed Projects³ Goal: (15,000)		91	6,104	12,047
¹ Projects completed resulting from a GJGNY Audit				
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.				
⁴ Projects completed resulting from a GJGNY Audit and/or GJGNY Financing				

Contractors continue to report strong demand for free/reduced-cost comprehensive home assessments with the program receiving 1,566 audit applications in September. The conversion rate from audit to energy retrofit is 35%. The average cycle time between audit completion to project completion is 110 days.

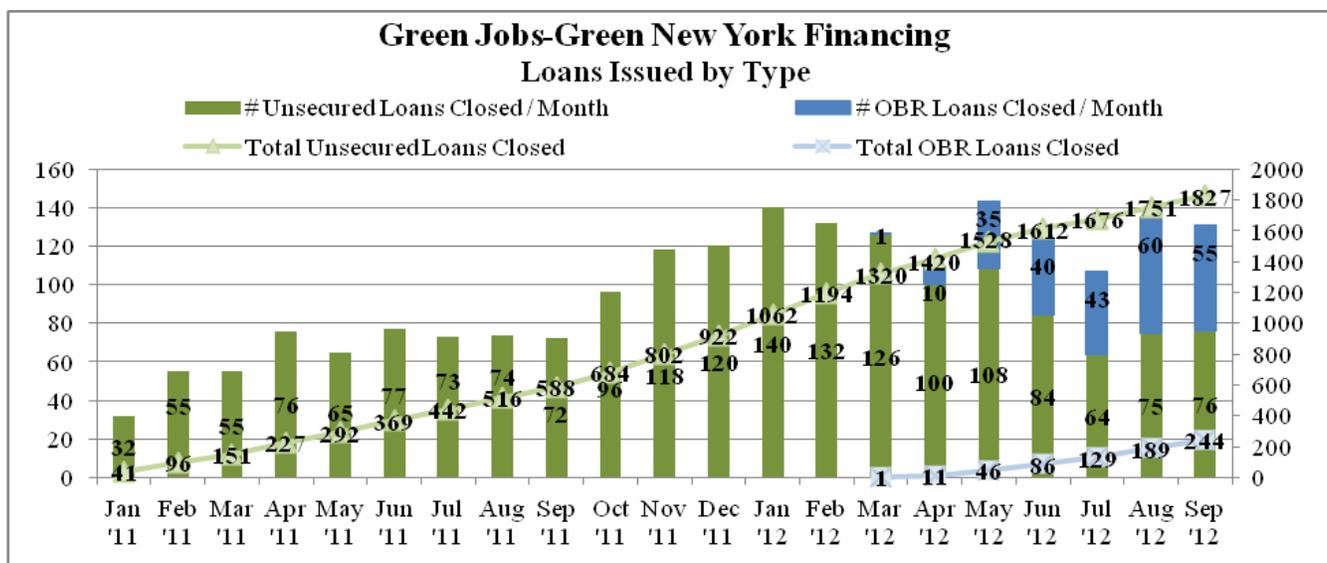
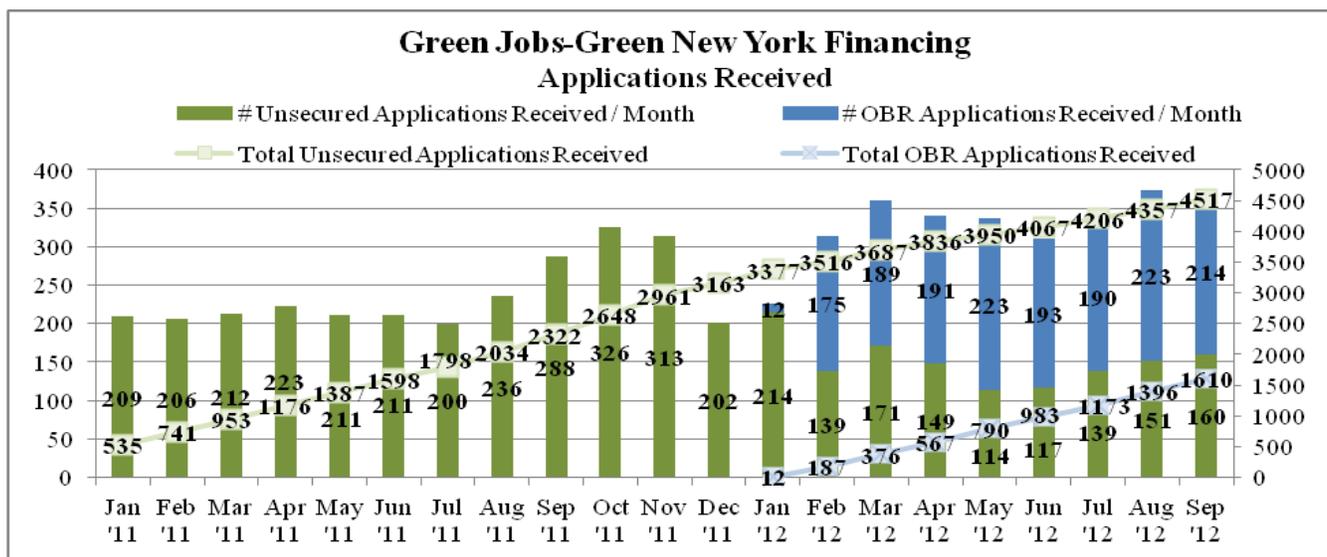
There were 311 GJGNY Home Performance with ENERGY STAR project completions in September. Of these completions, seventy-four percent of the households eligible for GJGNY originated from a completed GJGNY audit and/or participated in GJGNY Financing. Ninety-six of the September project completions were for Assisted Home Performance with ENERGY STAR customers.

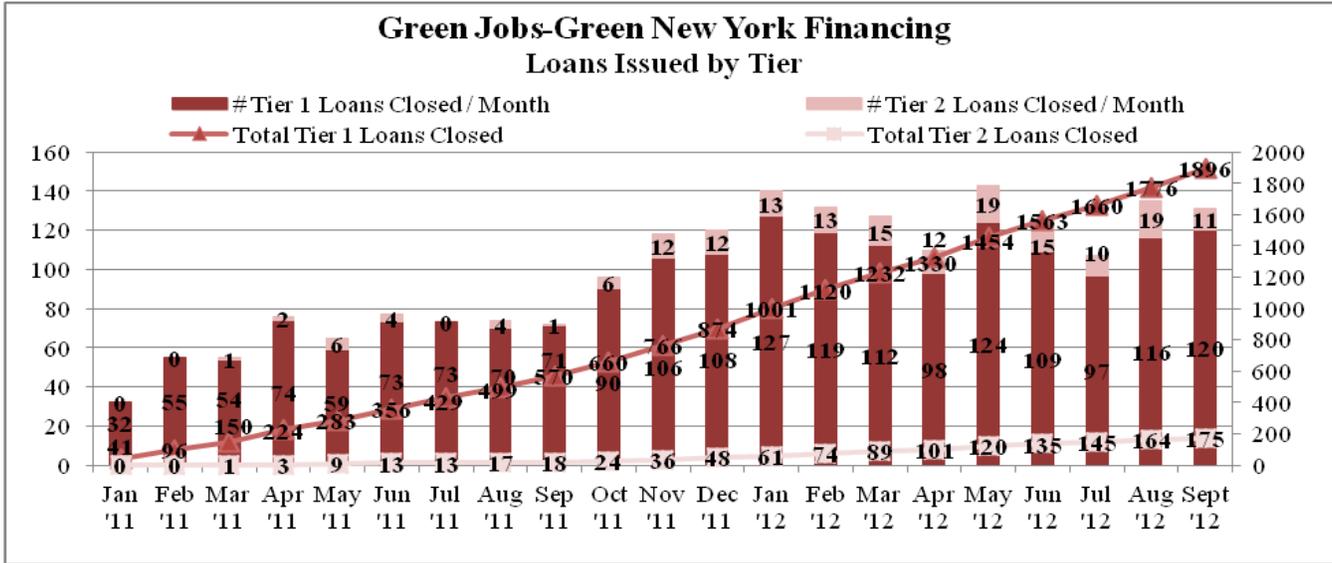
Green Jobs - Green New York Residential Financing as of September 2012								
1- to 4- Family Homes		Loan Product	Applications Received	Applications Approved	Loans Closed			
					Value	Total	Market Rate	Assisted
Tier 1	September	Unsecured	160	225	\$494,952	60	45	15
		On-Bill Recovery	214	261	\$470,626	42	30	12
	Program to Date	Unsecured	4,517	2,519	\$15,271,606	1,659	1,272	387
		On-Bill Recovery	1,610	887	\$2,240,324	212	182	30
Tier 2	September	Unsecured	7	25	\$82,047	8	5	3
		On-Bill Recovery	8	22	\$21,230	3	0	3
	Program to Date	Unsecured	269	228	\$1,535,937	160	82	78
		On-Bill Recovery	109	83	\$221,212	22	10	12
September		Unsecured	167	250	\$576,999	68	50	18
		On-Bill Recovery	222	283	\$491,856	45	30	15
Total			389	533	\$1,068,855	113	80	33
Program to Date		Unsecured	4,517	2,747	\$16,807,543	1,819	1,354	465
		On-Bill Recovery	1,610	970	\$2,461,536	234	192	42
Total			6,127	3,717	\$19,269,079	2,053	1,546	507

Unsecured		Financing Summary	On-Bill Recovery	
Tier 1	Tier 2		Tier 1	Tier 2
1,659	160	Loans Closed*	212	22
\$15,271,606	\$1,535,937	Value*	\$2,240,324	\$221,212
\$9,205	\$9,600	Average Loan*	\$10,568	\$10,055
11.6 Years	13 Years	Average Term*	14.4 Years	14.3 Years
N/A	N/A	2.99%	100%	100%
82.34%	76.88%	3.49%*	N/A	N/A
18.57%	18.75%	3.99%*	N/A	N/A
66.02%		Approval Rate**	66.71%	
25.91%		Denial Rate**	27.10%	
8.07%		Denied Tier 1, didn't pursue Tier 2**	6.19%	
* Refers to closed loans only				
** Does not include applications pending review or withdrawn.				

On September 18, NYSERDA amended program requirements such that, a project where at least 85% of the cost is for “Pre-qualified measures” is eligible for the Unsecured Loan and incentives without additional cost-effectiveness screening. These changes were designed to allow contractors to sell jobs with confidence in the amount of incentives and their eligibility for the Unsecured 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, with a target date during Q4 2012, as the portfolio approaches \$25 million.





Multifamily				
Audit Status (as of 9/30/12)				
	Affordable Housing	Market Rate Housing	Totals	Budget/Goal
Number of Audit Applications	74	90	164	500
Audit Funds Encumbered	\$930,920	\$589,473	\$1,520,393	
Audit Funds Invoiced	\$686,350	\$306,548	\$992,898	\$3,000,000
Audits Completed	58	53	111	400
Number of Projects withdrawing from MPP after audit*	9	20	29	
Number of Projects in Pipeline**	55	66	121	
Projects Contracted (to have measures installed)	40	29	69	
Households (HH) associated with Projects Contracted	6,801	8,013	14,814	
kWh Savings of installed measures***	6,358,661	638,842	6,997,503	
MMBtu Savings of installed measures***	61,776	56,266	118,042	
Dollar savings of installed measures***	\$2,096,954	\$810,890	\$2,907,844	
<p>*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.</p> <p>**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.</p> <p>*** The Operating Plan expresses anticipate energy and dollar savings on an average per project basis.</p>				

The GJGNY financing program for multifamily building owners is offered, with **Carnegie House** being the first project to receive a GJGNY Multifamily loan. The total loan with HVB Leasing was for \$500,000.

September 2012

Building owners participating, or who have participated in the Multifamily Performance Program may be eligible for 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 additionally been working on the development of an On-Bill Recovery financing program for multifamily energy efficiency projects. This financing will allow building owners to finance a project and pay the debt service as part of their monthly utility bill. The advantage of this approach is that if the property is sold, the debt stays with the property. The MPP team has received draft underwriting standards for implementing On-Bill recovery multifamily financing. Those underwriting standards are currently being reviewed and edited. Once complete we will select a lender to review OBR loan applications using the standards and program implementation will begin.

The Multifamily team is working on program revisions to bring more small multifamily buildings into the MPP program. These buildings are typically less than 50 units. The focus is 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, 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 August 31, 2012, 1175 GJGNY audits and 539 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 the 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 the financing opportunity into their marketing and outreach materials. As of September 30, 2012, two lenders have signed up to offer Participation Loans, four lenders have signed up to offer On-Bill Recovery Loans, four customer applications have been received to date, three applications have been approved for financing, and two loans have been issued.

In June 2012, The SB/NFP Energy Efficiency Financing 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 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 energy efficiency improvements. Customers can then repay their loan through a charge on their utility bill. NYSERDA plans to present information on the SB/NFP On-Bill Recovery financing program to the New York State Small Business Development Center (SBDC) and Department of Public Service staff in October 2012. NYSERDA also plans to offer On-Bill Recovery Financing presentations

September 2012

to lenders, NYSEERDA contractors, public and investor owned utilities, and NYPA and LIPA in the fourth quarter of 2012.

Evaluation

Evaluation staff finalized the Process and Market Characterization and Assessment of the residential 1- to 4-family sector. Summary findings of this study were presented to the Advisory Council at the September meeting. The report will be available on the NYSEERDA website by the end of October.

Planning is also underway to assess the evaluation needs of the other program areas including the jobs impacts from the GJGNY program. Evaluation staff introduced approaches to evaluating jobs impacts at the September Advisory Council meeting. An Advisory Council Working Group to further discuss the evaluation of jobs impacts was established. Evaluation staff anticipates this working group to convene in early October.