

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

Workforce Development as of August 30, 2013

PON 1816: Lab Houses for Field Training and Testing

The Kelder House Lab, located at SUNY Ulster Community College in Stone Ridge, is complete. The lab house has been constructed with numerous energy efficiency features designed to create hands-on training opportunities for building professionals, trades people, and those new to the field of green building. The facility will also be used as a testing and training site for BPI Professional Certifications. A ribbon cutting ceremony is planned for October 2013.

PON 2032: Technical Training Workshops

PON 2032 is fully expended and has closed. In total, seven proposals were funded. Training providers are under contract to train a total of 2,373 individuals of which 391 have been trained as of August 30, 2013. Trainings under PON 2032 will continue for the next 12 months.

Institute for Building Technology and Safety (IBTS) is offering a range of energy efficiency courses that lead to BPI and Infrared Thermography certifications and has trained a total of 74 participants.

The New York State Weatherization Director's Association (NYSWDA) is offering skill enhancement training for existing residential contractors. As of August 30, 2013, NYSWDA has offered the following classes: Heating and Venting Fundamentals, Combustion Appliance Zone Testing, and American Society of Heating and Air-Conditioning Engineers (ASHAE) 62.2 Standards. Seventeen sessions have been offered with a total of 149 contractors in attendance.

PON 2033: On-the-job-Training for Clean Energy

NYSEERDA has executed on-the-job training agreements with 39 businesses seeking to hire new employees or advance incumbent workers under GJGNY. As of August 30, 2013, 144 people have been hired from NYSDOL's Career Center lists, and 12 incumbent workers have been advanced due to training. Approximately \$1.2M in wage and training subsidies has been awarded. The average wage of workers hired under the program is \$16.20 per hour.

Outreach and Marketing as of August 30, 2013

Outreach

Sixteen proposals were received on August 20, 2013 in response to RFP 2773: Green Jobs – Green NY Outreach Program – Round 2.

CBOs continue to assist customers to access the Home Performance with Energy Star program (HPwES) offered through Green Jobs- Green NY. As of August 2013, CBOs initiated 4,247 of the received free/reduced-cost home audit applications associated with GJGNY. Of the CBO initiated audit applications, 3,955 have been approved. From those approved applications, 2,691 audits have been completed. CBOs initiated 563 of the completed units served through HPwES resulting from a GJGNY audit and/or GJGNY financing. Of those 563 completed units, 318 units are associated with market rate customers and 245 units are associated with assisted customers. The CBO initiated conversion rate is at 30 percent.

CBO monthly webinars continue as scheduled, covering a variety of topics essential for outreach and marketing success such as program updates, sales training, financing clarification, and web-based portal training. August 2013 webinar topics included:

- Establishing a relationship with your utility provider: A panel discussion with Rural Ulster Preservation Company, Public Policy and Education Fund – Southern Tier, and Long Island Progressive Coalition,
- Review of NYSEDA Marketing Policies, with question and answer section,
- Updates on EmPower / Assisted Home Performance coordination,
- Portal training lab session – Conservation Services Group fielded questions from the CBOs on the new Home Performance portal,
- Clarification regarding workforce metrics: Capturing direct and indirect clean energy jobs,
- Updates on translation services offered via Audit Application Hotline and on utilizing utility rebates that blend with Home Performance.

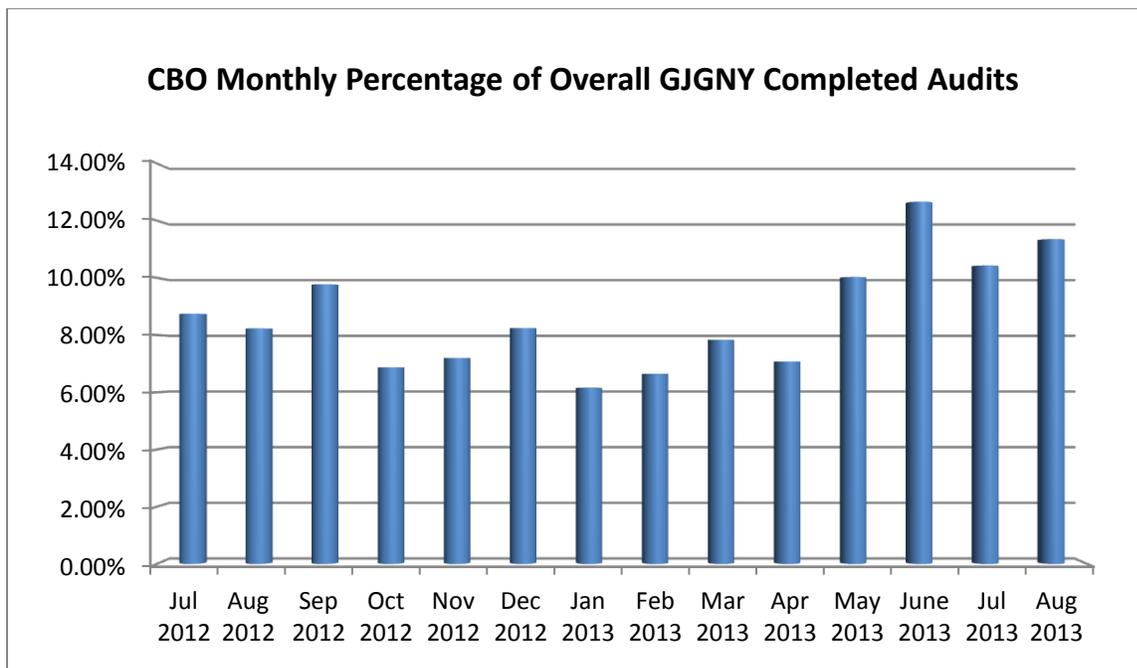
Marketing

The new NYSEDA CBO locator pages generated 19 leads for three CBOs for the month of August 2013. Visitors coming to the NYSEDA site, as a result of the Residential Financing Print Ads, are spending on average about 7.5 minutes per visit. The bounce rate is 0%. It appears that customers are staying on the site to read the information.

For the residential financing online banners, local sites account for 39% of all desktop banner impressions. These ads provide high reach with almost 1.5M impressions over the first two months. The highest response rates are coming from BuffaloNews.com (western NY), 13Wham.com (Rochester area), and PoughkeepsieJournal.com (mid-Hudson). Mobile screen ads are performing very well on Home and Living content segments.

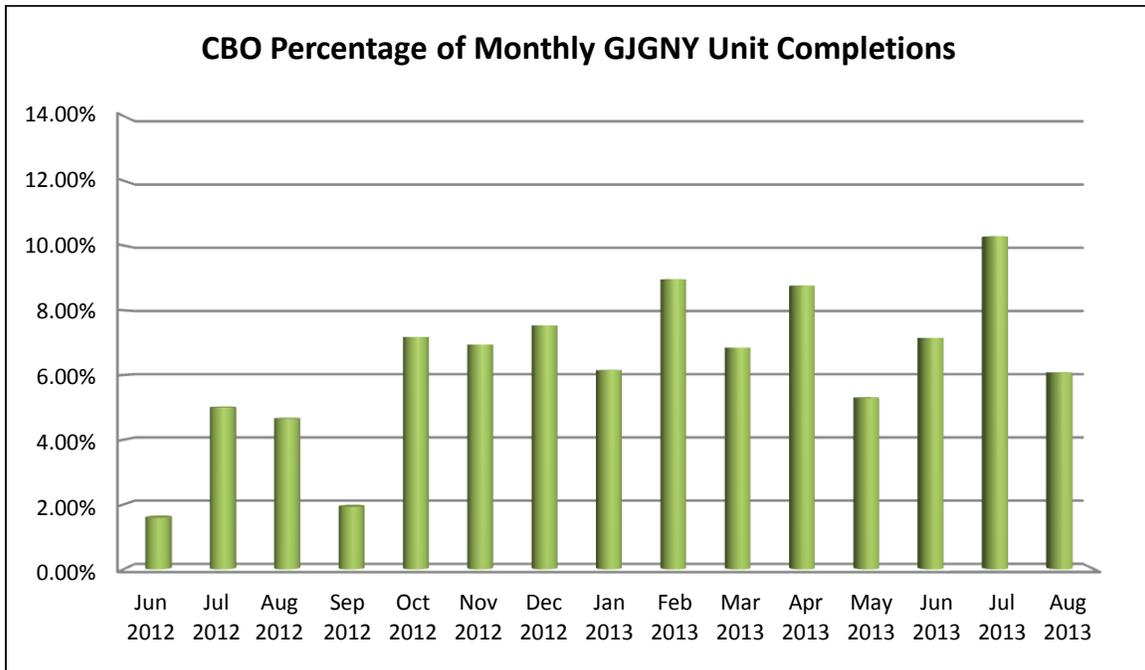
One- to Four Family Residential Buildings Audits Home Performance with ENERGY STAR[®] as of August 30, 2013

Timeframe	CBO Initiated since 11/1/11 ²	GJGNY Totals since 11/15/10 ¹	
Received Audit Applications			
Month	88	1,305	
Program to Date	4,247	53,533	
Average # of Applications Received per Month	193	1,598	
Approved Audit Applications			
Free			
Month	95	1,176	
Program to Date	3,741	46,345	
Reduced Cost			
Month	3	105	
Program to Date	214	3,763	
Total Approved Audit Applications	3,955	50,108	
Average # of Applications Approved Per Month	180	1,496	
Scheduled Audits			
Scheduled Audits as of End of Current Month	247	2,275	
Completed Audits			
Free			
Goal: (46,000-Audits)	Month	125	1,118
	Program to Date	2,544	37,350
Reduced Cost			
Budget: (\$14,596,000)	Month	10	71
	Program to Date	147	2,930
Total Completed Audits	2,691	40,280	
Audit Funds Invoiced to Date		\$10,294,900	
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 Residential Buildings Projects
Home Performance with ENERGY STAR[®]
as of August 31, 2013**

Timeframe	CBO Initiated since 11/1/11	GJGNY Totals since 11/15/10 ¹	HPwES Totals since 11/15/10 ²
Projects Contracted			
To Date	606	10,739	NA
Completed Projects/Units³			
Assisted			
Month	11 / 13	103 / 109	281 / 288
Program to Date	206 / 245	3,121 / 3,322	5,953 / 6,244
Market Rate			
Month	6 / 6	202 / 204	233 / 235
Program to Date	294 / 318	7,609 / 7,715	11,401 / 11,556
Total Completed Projects/Units (Project Goal: 15,000)	500 / 563	10,730 / 11,037	17,354 / 17,800
¹ Projects completed resulting from a GJGNY Audit and/or GJGNY Financing ² Total HPwES including GJGNY Projects ³ Projects completed and units served resulting from GJGNY			



In August, 1,305 free/reduced-cost comprehensive home assessment applications were received. The program-wide conversion rate from audit to energy retrofit remains strong at 32.7%. The average cycle time between audit completion to project completion is 110 days.

Of the 514 Home Performance with ENERGY STAR® project completions in August, 305 were associated with a GJGNY audit or loan. Thirty-four percent of the August GJGNY HPwES project completions were GJGNY Assisted HPwES customers.

The Home Performance with ENERGY STAR Program launched a new program management tool, the NY Home Performance Portal. This web-based interface will improve the process of reviewing and approving program applications and work scopes in addition to providing information to all parties (customer, contractor, NYSERDA staff and NYSERDA implementation and financing contractors) regarding the status of any application or project. The platform will enable NYSERDA to review program process statistics, identify any process delay points, and develop mitigation strategies. These improvements are expected to improve program throughput and participation rates. Included in the new platform is a new on-line audit application.

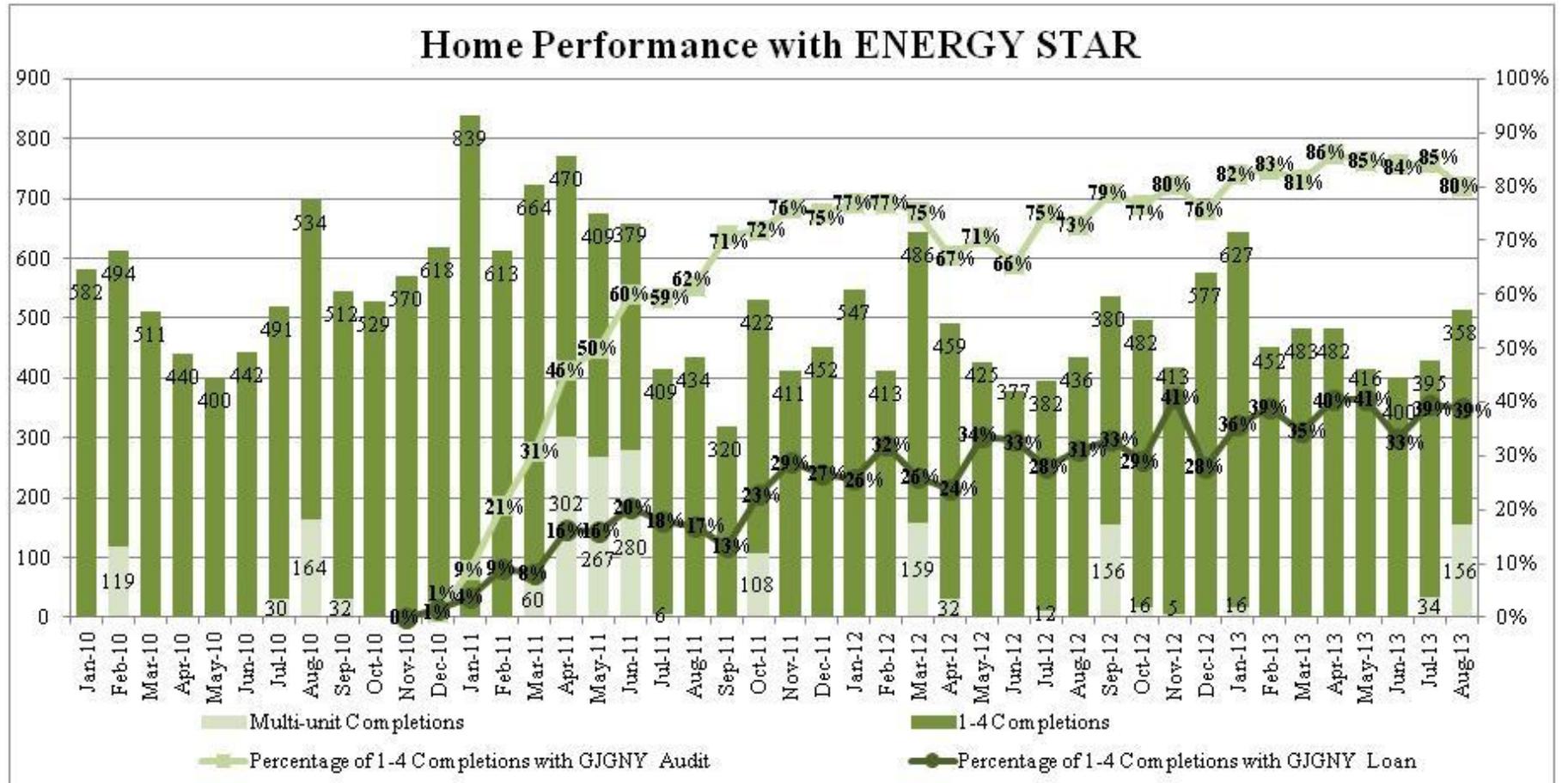
**One- to Four-Family Residential Buildings Financing
as of August 30, 2013**

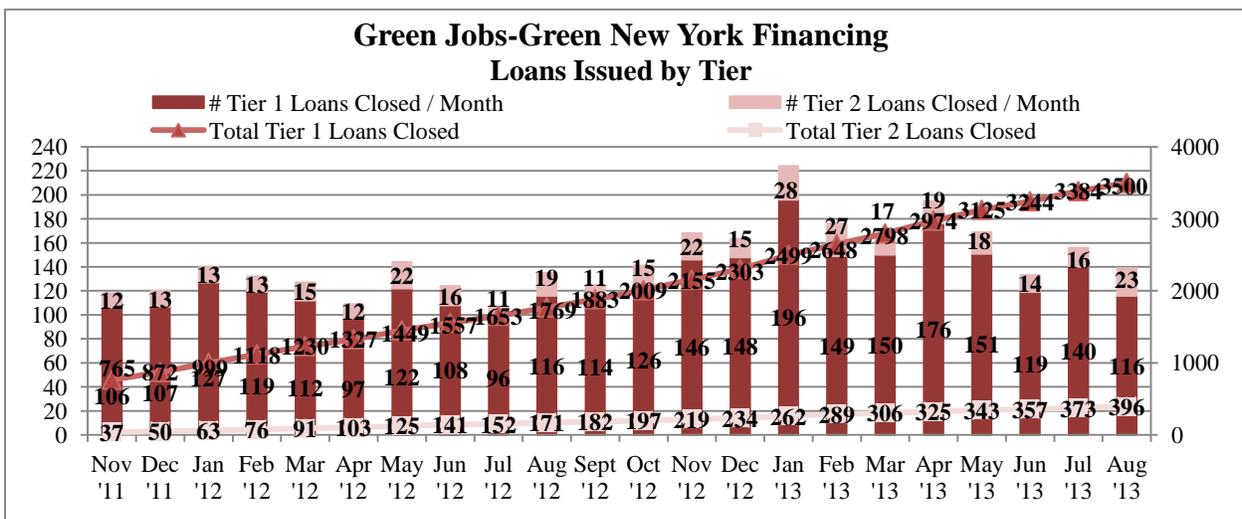
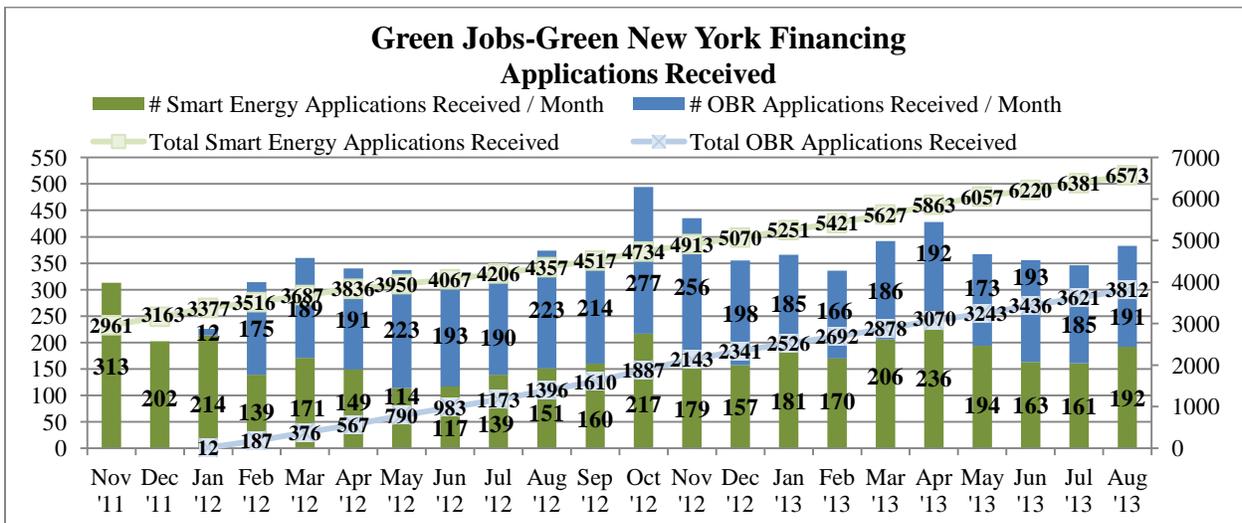
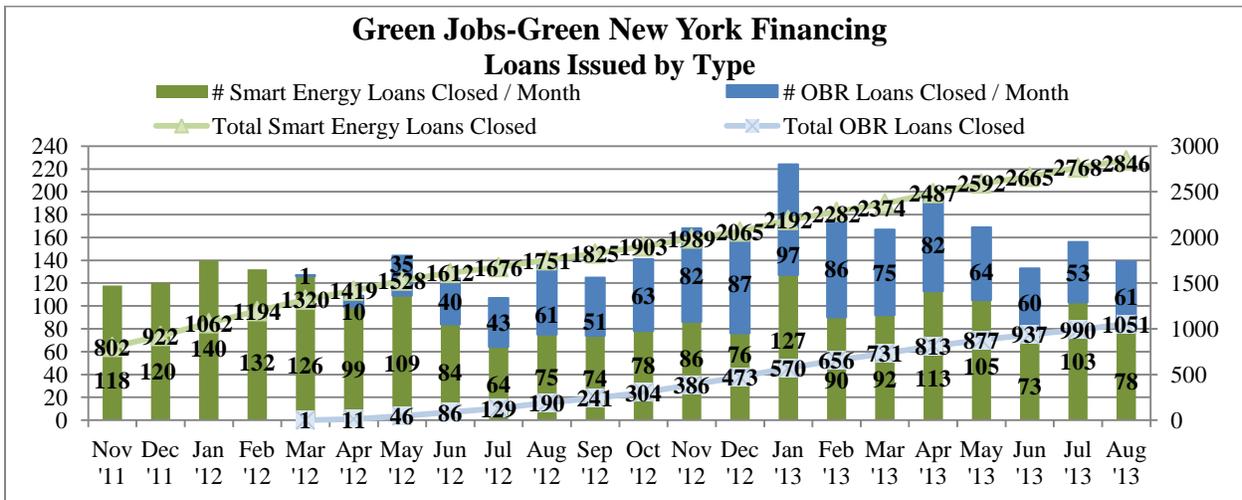
1- to 4- Family Homes		Loan Product	Applications Received	Applications Approved	Loans Closed			
					Value	Total	Market Rate	Assisted
Tier 1	August	Smart Energy	192	220	\$700,069	65	47	18
		On-Bill Recovery	191	208	\$511,169	51	35	16
	Program to Date	Smart Energy	6,573	3,869	\$23,532,942	2,561	1,912	649
		On-Bill Recovery	3,812	2,076	\$10,010,249	938	751	187
Tier 2	August	Smart Energy	12	19	\$127,809	13	6	7
		On-Bill Recovery	10	11	\$98,676	10	6	4
	Program to Date	Smart Energy	452	386	\$2,740,580	285	123	162
		On-Bill Recovery	301	201	\$1,069,633	111	49	62
August	Smart Energy	204	239	\$827,878	78	53	25	
	On-Bill Recovery	201	219	\$609,845	61	41	20	
Total			405	458	\$1,437,723	139	94	45
Program to Date	Smart Energy	7025	4,255	\$26,273,523	2,846	2,035	811	
	On-Bill Recovery	4113	2,277	\$11,079,882	1049	800	249	
Total			11,138	6,532	\$37,353,404	3,895	2,835	1,060

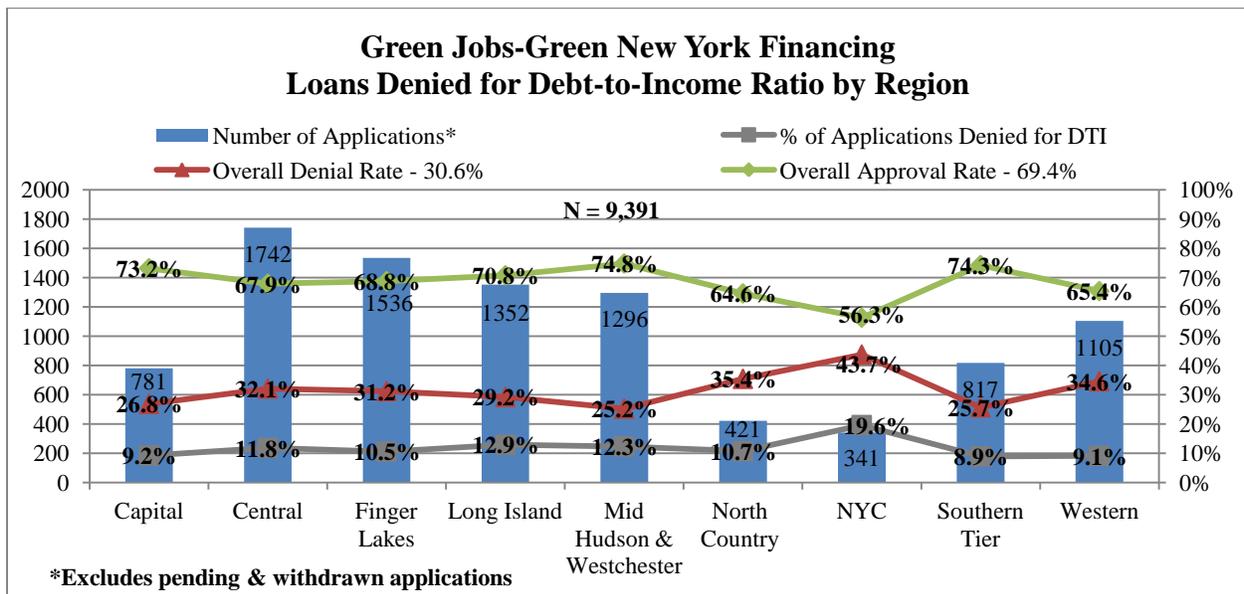
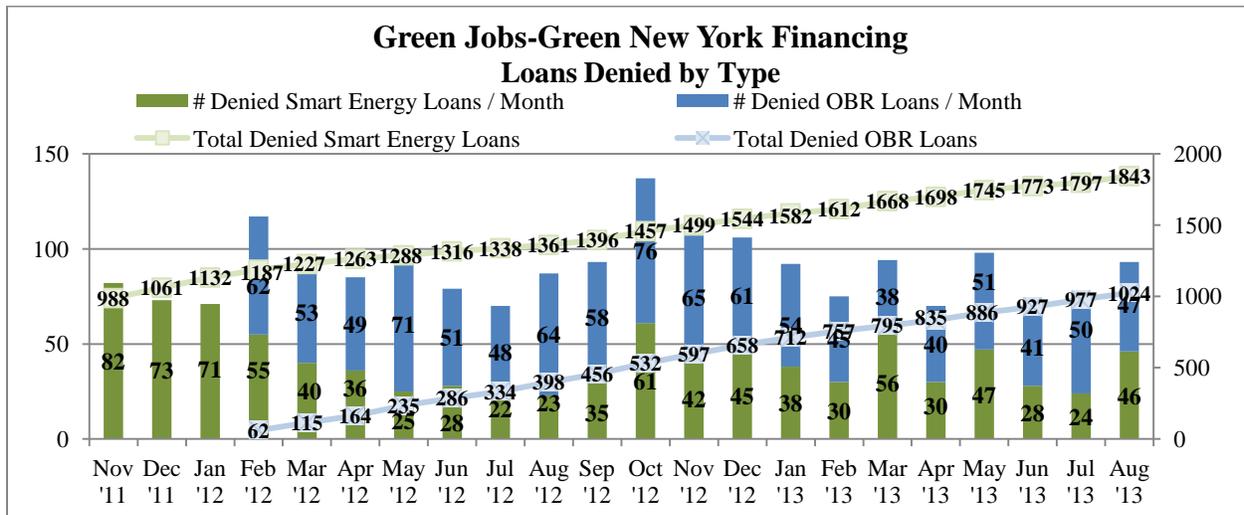
Smart Energy		Financing Summary	On-Bill Recovery	
Tier 1	Tier 2		Tier 1	Tier 2
2,561	285	Loans Closed*	938	111
\$23,532,942	\$2,740,580	Value*	\$10,010,249	\$1,069,633
\$9,189	\$9,616	Average Loan*	\$10,672	\$9,636
12.1 Years	13.3 Years	Average Term*	14.5 Years	14.3 Years
N/A	N/A	2.99%	82.73%	77.48%
81.06%	78.60%	3.49%*	17.27%	22.52%
18.94%	21.40%	3.99%*	N/A	N/A
69.78%		Approval Rate**	68.98%	
22.34%		Denial Rate**	25.45%	
7.89%		Denied Tier 1, didn't pursue Tier 2**	5.57%	
* Refers to loans originated and closed by EFS. The number and value of OBR Loans varies from Concord's report due to treatment of successor loans.= ** Does not include applications pending review or withdrawn.				

In July 2013, NYSERDA hosted a U.S. Department of Energy (DOE) Monitoring Site Visit to review progress toward the Better Buildings Neighborhood Program scope and objectives. Topics of review included: a status update on NYSERDA's financing programs (Residential, Multifamily and Small Commercial); partnerships with financial institutions, including development of the GJGNY Bond Issuance; outreach and marketing; lessons learned and best practices; grant administration; data, evaluation and reporting; and grant close-out steps. Similar site visits were conducted with NYSERDA sub-grantees: Town of Bedford/NWEAC, the Community Development Corporation of Long Island (CDCLI), and the City of New York.

DOE provided grantees the option to request an extension from September 30, 2013 to November 1, 2014. On July 15, 2013, NYSERDA formally requested the extension and certified that no additional funds will be requested from DOE. Furthermore, NYSERDA confirmed there are sufficient personnel and other resources available to continue managing the award during the extended grant period and through close-out. The extension period will allow NYSERDA and select sub-grantees to continue making progress toward the Better Buildings goals and objectives. NYSERDA is awaiting confirmation from DOE on the extension request and expects a decision by September 2013.







Green Jobs-Green New York Financing

Loans Transferred from OBR to Smart Energy

August 30, 2013

Smart Energy Loan Status	# of Loans
Pre-Approved	38
Loan Approved	47
Loan Sold	263
Loan Withdrawn	19
Loan Denied	4
No Loan - Subsidy Only	1
Total # Loans Transferred	372

26 loans transferred in July

13.6% of Pre-Approved OBR Loans were transferred to Smart Energy

Multifamily Performance Audits as of August 30, 2013

	Affordable Housing	Market Rate Housing	Totals	Budget/Goal
Number of Audit Applications	149	115	264	500
Audit Funds Encumbered	\$1,847,855	\$835,773	\$2,683,628	
Audit Funds Invoiced	\$963,920	\$512,528	\$1,476,448	\$3,000,000
Audits Completed	103	99	202	400
Number of Projects withdrawing from MPP after audit*	17	24	41	
Number of Projects in Pipeline**	147	113	260	
Projects Contracted (to have measures installed)	61	61	122	
Households (HH) associated with Projects Contracted	10,644	14,583	25,227	
kWh Savings of installed measures†	12,103,917	1,181,420	13,285,337	
MMBtu Savings of installed measures†	128,888	97,394	226,282	
Dollar savings of installed measures†	\$4,135,244	\$1,480,700	\$5,615,944	
<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 MPP program continues to grow as the program is over the 250 mark in audit applications. GJGNY Financing also is growing. There is continued interest in financing by building owners at the Energy Reduction Stage of their projects.

Multifamily Performance Financing
as of August 30, 2013

Participation Agreement Approved		
Participant	Total Loan Amount	NYSERDA Share of Total Loan
2249 - 2255 Delaware	\$141,599	\$48,250
340 East 51st Street	\$264,549	\$127,541
Alberta Square	\$175,141	\$87,571
Bryant Place Apartments	\$200,000	\$78,607
Carnegie House	\$1,000,000	\$500,000
Hayden on Hudson	\$885,000	\$442,500
UA Roosevelt	\$4,435,900	\$500,000
Vincent Apartments	\$765,800	\$382,900
Wexford Terrace	\$500,000	\$250,000
Whispering Woods	\$75,000	\$37,500
Totals	\$8,442,989	\$2,454,869
Loans Closed		
Participant	Total Loan Amount	NYSERDA Share of Total Loan
2249 - 2255 Delaware	\$141,599	\$48,250
340 East 51st Street	\$ 264,549	\$127,541
Alberta Square	\$ 175,141	\$87,571
Bryant Place Apartments	\$200,000	\$78,607
Carnegie House	\$1,000,000	\$500,000
UA Roosevelt	\$4,435,900	\$500,000
Vincent Apartments	\$765,800	\$382,900
Wexford Terrace	\$ 500,000	\$250,000
Whispering Woods	\$75,000	\$37,500
Totals	\$7,557,989	\$2,012,369

Small Commercial Energy Efficiency Audits as of August 30, 2013

Audit Status	Program Total to Date	GJGNY	ARRA*
Completed Applications	2,888	1,982	906
Completed Audits	2,565	1,759	806
*The GJGNY Act of 2009 restricts the provision of GJGNY-funded energy assessments to small business and not-for-profit organizations with 10 employees or less. ARRA funds are used for eligible small business and not-for-profit organizations that have more than ten employees.			

Small Commercial Energy Efficiency Financing as of August 30, 2013

Loan Status	#	NYSERDA Share of Total Loan Value	Total Loan Value***
Applications Approved**	19		\$702,417
Participation Loans	19	\$345,707	\$702,417
On-Bill Recovery	12	\$373,678	\$373,678
Loans Closed			
Participation Loans	5	\$95,486	\$218,852
On-Bill Recovery	1	\$13,320	\$13,320
Participating Lenders	6		
** Customer applications are assessed for both Participation Loan and On-Bill Recovery Loan eligibility prior to approval. ***The total loan value represents the total value of the loan issued by the lender to the borrower. The total loan value may include financing for non-energy efficiency projects. NYSERDA's share of the total loan value represents 50% of the total energy efficiency project cost or \$50,000, whichever is less.			

The Small Commercial Energy Efficiency Program continues to improve processes and services that enable Program participants to increase project installations resulting from energy assessments. These efforts include improving the communication of energy assessment results to small business and not-for-profit customers, providing additional follow-up services to support implementation, assisting in the development of an independent evaluation of the Program, and increasing outreach to lenders in order to raise lender awareness and increase lender participation in Small Commercial Energy Efficiency Financing made available by GJGNY. In addition, the Small Commercial Energy Efficiency Program is currently selecting firms to provide GJGNY energy assessments, beginning in 2014, with expanded and streamlined implementation assistance services for small business and not-for-profit customers.

Evaluation as of August 30, 2013

Three major evaluation projects are currently underway: a jobs impacts assessment, a market/process evaluation of the CBO initiative, and a market/process evaluation of Small Commercial initiatives. The status of each project is described below.

The job impacts assessment is using a two-phased approach. Phase 1 involves primary data collection via telephone surveys of various GJGNY market actors and the Phase 2 component of the evaluation is a macroeconomic assessment of indirect jobs. Analysis of the data collected in Phase 1 is complete and the evaluation contractors are preparing the Phase 1 draft report. The analysis of the modeling included in Phase 2 continues. NYSERDA will work toward having preliminary results of Phases 1 and 2 of the job impact assessment early-September 2013.

The Small Commercial evaluation is also a phased approach. As a part of the larger Phase 1 evaluation of the GJGNY Small Commercial program, in-depth interviews with five of the six participating lenders were conducted. The preliminary results of this qualitative analysis of lender interviews will be provided in the GJGNY Annual Report. Telephone surveys of participants were completed in July and data analysis has begun. Telephone surveys of participating auditors are planned to commence in September 2013. Secondary research to characterize the small commercial and not-for-profit programs offered in New York and other jurisdictions continues under Phase 1. NYSERDA will work toward having comprehensive results of the Phase 1 evaluation available late 2013. The scope of Phase 2 is under development and is planned to include research with non-participating small commercial and not-for-profit organizations, lenders and loan originators.

Evaluation of the CBO initiative includes case studies and in-depth interviews of the CBOs. The evaluation will explore various program objectives and understand the success and barriers experienced by CBOs. Analysis of data collected during the in-depth interviews commenced in July and is planned to continue through August 2013. NYSERDA will work toward having preliminary results of the in-depth interviews available late-September 2013. Expanding on the data collected during the interviews with CBOs, the evaluators are preparing case studies of a select group of CBOs. NYSERDA will also work toward having the results of the case studies available late-September 2013. The CBO-related activities will be evaluated as a part of the HPwES process evaluation planned for later in 2013. Data collection through the HPwES evaluation will allow CBOs additional time to generate retrofit projects and will limit the survey burden on HPwES participants and contractors.